

# The George-Anne

February 14, 2005

Follow this and additional works at: <https://digitalcommons.georgiasouthern.edu/george-anne>



Part of the [Higher Education Commons](#)

---

## Recommended Citation

"The George-Anne" (2005). *The George-Anne*. 1903.  
<https://digitalcommons.georgiasouthern.edu/george-anne/1903>

This newspaper is brought to you for free and open access by the Student Media at Digital Commons@Georgia Southern. It has been accepted for inclusion in The George-Anne by an authorized administrator of Digital Commons@Georgia Southern. For more information, please contact [digitalcommons@georgiasouthern.edu](mailto:digitalcommons@georgiasouthern.edu).



# The GEORGE-ANNE

www.stp.georgiasouthern.edu

Monday, February 14, 2005 • Volume 77, Number 63

Eagle IDs available today

The new Eagle ID numbers are available today. These will replace the old IDs, which used your Social Security Number for identification. For more information, consult WINGS.

## AROUND the HOUSE

### Sports

• Eagle Baseball goes winless in season opener

• Men's Basketball can't pull out victory in Conference play

• Women's Basketball wins second consecutive Conference game

Page 9

### Opinions

• Amanda Permenter seeks to debunk a buzzword

• KRT Columnist Christopher Ott challenges the continuing push for a Constitutional marriage amendment

Page 4

### Only In America

• Mom allegedly beats sons over marijuana

SMYRNA - A mother has been arrested for throwing cans of beer at her children and beating her oldest son after he refused to roll joints for her, police said.

Beverly Fisher, 48, was arrested Wednesday after her 11-year-old son called police and told them that his intoxicated mother was in possession of drugs and threw beer at him, said Lt. Keith Zgonc of the Smyrna Police Department.

Marijuana and several beer cans were found in the home, he said.

The oldest son, 14, said his mother assaulted him after he refused to roll marijuana cigarettes for her, Zgonc said, and the 11-year-old had scratches from where Fisher had thrown a knife at him during an earlier incident.

More OIA on

Page 3

### Quote of the Day

"There is no remedy for love but to love more."

-Henry David Thoreau, from his personal journals

### Weekday Weather

Monday



Rain

HIGH

64°

LOW

51°

Tuesday



Partly Cloudy

HIGH

73°

LOW

51°

### Inside

Police Beat .....	2
Calendar .....	2
News Briefs .....	3
Opinions .....	4
Sports .....	9
Classifieds .....	8
Crosswords .....	8
Comics .....	8

## GSU's economic impact is far-reaching

### Business owners' wallets welcome student support

By Jessica Cole

jessica\_a\_cole@georgiasouthern.edu

Crunch the numbers, and it seems pretty clear: Georgia Southern's impact on Statesboro looms large.

Two studies have now surmised that GSU's impact is well over \$400 million annually.

For independent businesses around Statesboro, the impact is enormous. Just ask around.

Henry Doyle opened Henry's Haircuts in 1982. From his Georgia Avenue shop, Doyle has witnessed the changes at GSU that have helped to grow his once tiny business more than ten-fold.

"I started out with a one-chair shop, and I now have 12 beauticians including myself," Doyle said. "We have about a 50 percent student clientele. We rely on students because they are able to come in whenever since they don't have classes all day and can stop in when they have a break."

Henry's isn't much different from other businesses that cater to college students. In the fall and spring, business booms. But during the summer — when students typically head home — Doyle feels the financial pinch. But, he says his business has managed to gain a good mix of college students and Bulloch County natives.

"We have gathered local regulars over the years, which keeps us busy during the summer," said Doyle.

See **BUSINESSES**, page 6

Brian O'Connor/STAFF

Henry Doyle cuts Mathew Jones, a Construction Management Major, hair at his barber shop, Henry's Haircuts. Doyle has been in business in Statesboro for the last 23 years, and says that 50 percent of his clientele are GSU students.

### GSU's economic impact grows to \$439 million

Special to the G-A

A newly released study on the University System of Georgia (USG) reports Georgia Southern University had a \$439 million economic impact on southeast Georgia and accounted for more than 6,200 jobs during the period analyzed.

The study, which spanned Fiscal Year 2004 (July 1, 2003-June 30, 2004), was conducted by the Selig Center for Economic Growth at the University of Georgia's Terry College of Business for the USG's Intellectual Capital Partnership Program (ICAPP).

The report found the 34 institutions in the University System had a combined economic impact of \$9.7 billion on the state as a whole and accounted for 2.8 percent of the state's workforce.

"The single biggest factor driving the increase in the System's economic impact is the significant growth in the number of students enrolled in Georgia's public colleges and universities," said Jeffrey Humphreys, director of economic forecasting for the Selig Center. "Not only are there more students, but they are spending more. And of course, with more students, institutions are spending more to serve them."

Humphreys' statement is reflected in GSU's enrollment, which has grown from 14,184 students in the fall semester of 2000 to 16,100 last fall.

See **ECONOMICS**, page 5

## Diversity Driven

### Among largest schools in the state, GSU has second largest black enrollment

By Luke Hearn • ganewsed@georgiasouthern.edu

Among the research and regional universities that comprise the University System of Georgia, Georgia Southern has the second highest percentage of black students, according to a report released in November 2004 by the Board of Regents.

With a black student population of 3,755—or 23.3 percent—GSU's numbers are eclipsed only by Georgia State University, with a black population there of 7,635, or 28 percent.

According to Consuela Pender, director of GSU's Multicultural Student Center, the national average for blacks at major universities is 12 percent, and she says that GSU having a black population nearly double that is unheard of.

"GSU has a dynamic that is refreshing," she said. "Because Georgia Southern has such a diverse student population, students will be prepared for the real world once they graduate."

While some universities across the nation use a point system in their admission processes to try and up their minority enrollment, GSU does not. According to Marcia Jones, head of the GSU Office of Institutional Compliance, the university could use a point system in their admissions, but doesn't have to due to more broad-based recruiting efforts.

See **ENROLLMENT**, page 5

Jared Siri/STAFF

Aside from Georgia State, Georgia Southern has the largest percentage of black students in the state. The school's recruiting practices are credited for the bulk of the enrollment

### Black History MONTH

Last week *The George-Anne* began a two-week series that examines the history and future of blacks at Georgia Southern.

#### DAY 1

GSU professor Erik Brooks talks about his research into race relations over the university's 99 years.

#### DAY 2

Carolyn Hobbs, who was among the first black graduates at GSU, talks on her experience.

#### DAY 3

We examine the history of black entertainers who visited GSU and the discrimination they faced.

#### TODAY

Aside from Georgia State, GSU has the largest minority enrollment in the state. We examine what that means.

#### DAY 5

GSU has had active minority groups and strong black leaders. We examine if that is still the case.

#### DAY 6

GSU scholars talk on the current state of race relations. We get their take on what issues matter most.

## North Korea's U.N. envoy says it's finished with six-nation talks

By Nick Moore

Associated Press Writer

UNITED NATIONS — North Korea's deputy U.N. ambassador said there would be "no more" six-nation talks on the country's nuclear program and maintained the real issue is whether the United States intends to attack the reclusive communist nation.

Han Song Ryol made clear his country's announcement Thursday that it is a nuclear power and that it would indefinitely suspend its participation in six-party negotiations was the result of Pyongyang's belief that the United States is bent on invading North Korea to topple Kim Jong Il's authoritarian regime.

Han went further in an interview Friday with Associated Press Television News when asked what it would take to get North Korea to come back to the talks.

"Six-party talks is old story. No more," the North

Korean envoy replied in English.

The United States, South Korea, China, Japan and Russia have struggled to arrange a fourth round of talks aimed at persuading Pyongyang to abandon its nuclear weapons programs. The last round was held in June.

North Korea's claim that it has nuclear weapons could not be independently verified.

Han was quoted in a South Korean newspaper on Friday as demanding bilateral talks with the United States to defuse the tension created by the North's announcement.

"If the United States moves to have direct dialogue with us, we can take that as a signal that the United States is changing its hostile policy toward us," he was quoted telling the Hankyoreh newspaper.

Han appeared to backtrack on the demand for

See **KOREA**, page 10

Lee Jin-man/AP Photo

South Korean protesters burn pictures of North Korean leader Kim Jong Il and the national flag during an anti-North Korean rally in front of the U.S. Embassy in Seoul, South Korea on Friday.

See **SHIITE**, page 10

## Shiite candidates win Iraqi election

### U.S. soldier killed in fighting, Iraqi general gunned down

By Jamie Tarabay

Associated Press Writer

BAGHDAD, Iraq - A U.S. soldier was killed in fighting north of Baghdad and gunmen assassinated an Iraqi general and two companions in a Shiite neighborhood of the capital Sunday. Election officials said a Shiite alliance won the most votes in the Jan. 30 elections; but will have to form a coalition government.

Three other U.S. soldiers were killed when their vehicle rolled into a canal Sunday, the military said. The men from Task Force Danger were on a combat patrol near the town of Balad, 50 miles north of Baghdad, the U.S. command said in a statement.

A fourth Task Force Danger soldier was killed and one was wounded in fighting near Samarra, a flashpoint of the insurgency 60 miles north of Baghdad, the military said.

In the southern Iraqi city of Nasiriyah, an Iraqi translator for Italian troops and his son were shot to death Sunday, a spokesman for Italy's military said.

Hassan Khiwaet Ghali, 51, and his 20-year-old son, Salah, were



## Newborns make quiet nights appreciated

I'm not going anywhere for Valentine's Day, and I wouldn't know where to send anyone else who may be looking for romance. Hell, I forgot what romance is.

I'm a new mom. Add to that my responsibilities with graduate school, and I'm lucky to even remember to pull my nose out of my book and kiss my husband goodnight.

Not to complain or anything; I gladly traded in my figure, my freedom and my sex life for that little princess. But that doesn't mean I'm not aware of what I gave up.

For one thing, clean clothes. Almost daily I am covered in baby formula, drool or nose gunk. So even if I had somewhere to go on Valentine's Day, I would have nothing to wear, nothing clean at least.

What I want for Valentine's Day is simple; unfortunately, I can't have it. I want a good night's sleep—no homework, no husbands hogging the covers and no baby waking up just as I fall into dreamland. No chocolate for this girl; give me a nap!

Yet the sacrifice of clean clothes

and peaceful nights provided something far better. My little princess has let me reclaim some of the fun of childhood. Each holiday means something to someone else now; someone I can't let down (even if she won't remember these early festivities). So I have to decorate the house in pink and red and draw little hearts on the calendar. And I have to buy those cheesy Valentine's Day cards (cost \$1). My little princess has to give Valentines to her friends at daycare.

So I probably won't get my goodnight's sleep, or that *North and South* DVD I want so badly (cost \$75). But I get to see things through her eyes, remember what it was like to be little and cuddle with her that night when she falls asleep.

It's a good trade. And it all works out...I wouldn't have time to watch that DVD anyway.

*Kelley Callaway is the graduate assistant to Bill Neville, the head of student media. She is a former editor of The George-Anne and a Georgia Southern alumna.*



Riley Callaway

## Need a few last-minute Valentine's suggestions?

Love changes a lot of things, but it doesn't make you have a good memory. If you are among those who have simply forgotten about love's favorite holiday, we've got a couple ideas that might save your ass.

## Tips to make Valentine's date even better

Valentine's Day has become a holiday that you either embrace with a stomach full of butterflies or hate with a fiery passion.

For those of you who are celebrating with a significant other sometime today (as am I, and am so happy), allow me—the master of screwing up and making things awkward—to offer you some tips to make sure that you don't mess things up.

If you're going on a picnic, make sure you pick a place where the ground is dry and the place you pick is semi level. There's nothing worse than your date having a wet butt and then catching her (or him) on fire. And also, don't forget to bring things like candles, a lighter, flowers, and maybe a bottle of wine (as long as you aren't celebrating on campus—that could really get you in some deep doo-doo really quickly).

Guys, when taking a girl out, remember to do the chivalrous things, like open the car and restaurant doors for her and take her some flowers (or at least one). Also, spiff it up a little bit. If you can't wear a pair of khakis, at least iron you're best pair of blue jeans and put on a nice shirt,

preferably with a collar. Also, don't wear a hat, and make sure that you shower, shave, and put on a little cologne (just enough to let her smell you from a distance but want to get closer to really smell you).

Girls, it's important that you allow the guy to be chivalrous. Don't look at him funny when he opens the door, and say thanks when (I'm being optimistic, here) he does. I would elaborate here about looking nice, but girls seem to have less of a problem with that than guys. Oh, and no matter what kind of gift, flower, chocolate heart, stuffed animal etc. he gives you: be thankful. Not just because he went out of his way to get it for you, but also because such items are so over-priced around this holiday, he probably took on a second job to get it for you.

This is an annotated version of what to/not to do on a Valentine's Day date, but I think it's the essentials, and what will ensure you have an awesome time.

*Luke Hearn is the news editor for The George-Anne. He is a junior, majoring in English and creative writing.*



Luke Hearn

## The perfect (budget) getaway for Valentine's

It's Valentine's Day and you know what that means— a chance to get away and do something fascinating with that special someone. Maybe it could be a nice getaway to the beach to watch the sunset or a candlelight dinner at a fancy restaurant or a nice, horse-driven buggy ride as you and your lover cuddle during the warm, crisp, cool night.

Or it could be a night-out at Sweetheart Circle.

That's right folks. It's affordable, cheap and right on campus. There's no need to drive to the beach when you can walk a couple of blocks away or go on an expensive buggy ride when you and your partner can dazzle in the moonlight driving to the place.

And why go to a fancy restaurant to have a candlelit dinner? Try a late-night picnic on the Circle. Don't worry— the campus lights will provide more than enough light to set the romantic scene.

Now that I have given you this great idea for a perfect getaway, let's

not forget what you should bring to set the mood. To have a picnic, you must have food and to have food, especially as a college student, you got to budget.

Got meal-plan?

Yep. That's right you guys. Save a couple of meals for later in the evening for that special getaway for you and your cherished one. If you're on a three-meal plan you're lucky; a two-meal plan you need a little spunk; and if you're on a one-meal strategy, then well, you're probably out of luck unless you starve during the day.

Whether you got the meal-plan through scholarship or through your parents, don't worry, you are still saving money.

So don't worry about spending hot out the pocket. As long as you're with that special person, the romance will still be there.

*Krystle Jackson is a copy editor for The George-Anne. She is a senior, majoring in communication arts.*



Krystle Jackson

## Quick ideas that might spark inspiration

Take the little flags out of Hershey's Kisses and write down things you like about that person and wrap them back up.

Stay out all night and watch the sun rise off Tybee Island Pier.

Go skydiving.

Ghost tour in Savannah.

Get dressed up and go out to eat at McDonald's. Make up a story why you are so dressed up if the people there ask.

Surprise her at work with flowers.

Give him or her a free ticket

to whatever they want, even if it's something you hate. You could also just take them somewhere you know they'd love to go. The key to this one is to put a smile on your face and act excited, even if you are planning an escape route.

Clean his or her dorm room or apartment. Midnight picnic on the 50-yard line. This one might not fly with Coach Sewak or the guys with campus security.

*Anne McGuire is a copy editor at The George-Anne. She is a freshman, majoring in English.*

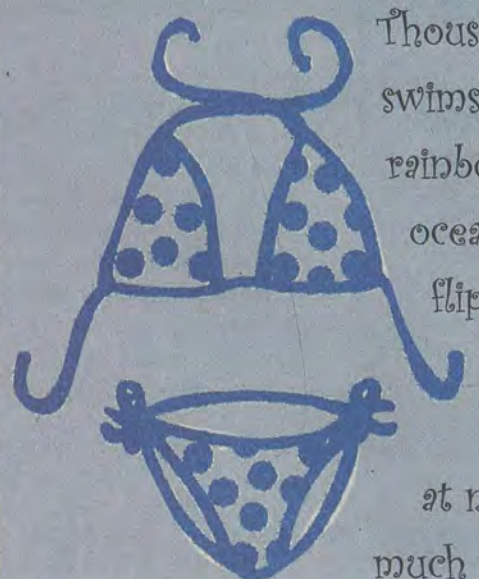


Anne McGuire

## We Have Your Spring Break Swimsuits!

## Bella Bikinis

7-B South Mulberry Street  
Statesboro, GA 30458  
912-489-4933  
(Old French Quarter Location)



Thousands of swimsuits, reef, rainbow, and ocean minded flip flops, cute clothes to wear out at night, and much more!

## Leadership 101 Series

How do you motivate and reward the hard-working members of your organization?

## "Motivating Members with Rewards and Recognition"

When: Tuesday, February 15th, 2005

Where: Russell Union Room 2048

Time: 5:30 p.m. - 6:30 p.m.

Presented By: Kellie Pickett, Student Development Specialist

**Free! Open to All students!**

For more information, contact:  
The Center for Student Leadership Development @ 871-1435,  
email: [Leader@georgiasouthern.edu](mailto:Leader@georgiasouthern.edu)  
Russell Union 2022.



## LOOKING FOR AN EXCITING JOB? GOOD. BECAUSE RED BULL IS LOOKING FOR A STUDENT BRAND MANAGER.

Red Bull is on the lookout for a Student Brand Manager. An SBM is a reliable and motivated student whose responsibilities include relationship building, brand development on campus, and having a great time. (OK, that last one may not technically be a "responsibility" but we're going to hold you to it anyway.)

Our expectations from you are the following:

- You're going into your second year or higher at this school.

- You have a good knowledge of when/where things are happening.
- You're interested in marketing and have good communication skills.
- You're outgoing and have an entrepreneurial spirit.
- You can connect with different kinds of people.
- You have a flexible schedule.

Does this sound like you? If it does, then please go to: [www.redbullu.com](http://www.redbullu.com).



## The simple things can be romantic, too

This one's real easy and cheap. Just set a romantic mood at home with candles and all that jazz. Then make a shopping list.

Get some things the two of you can easily bake together, like brownies and cookies. Not only does the mixing of batter lend itself to several sensual possibilities, the final result is a sweet feast you both can enjoy. Assuming you don't get into an argument about how to grease a pan or use a measuring cup, the whole process will make for an awesome memory.

And, though it may not seem classically romantic, there's something about working together to create something that will prove especially rewarding.

*Amanda Permenter is the editor-in-chief for The George-Anne. She is a senior, majoring in English and Writing & Linguistics.*



Amanda Permenter



## Only in America

### Pull up your pants or get fined

RICHMOND, VA. — Virginians who wear their pants so low their underwear shows may want to think about investing in a stronger belt.

Lawmakers passed a bill Tuesday authorizing a \$50 fine for anyone who displays his or her underpants in a "lewd or indecent manner."

Del. Lionell Spruill Sr., a Democrat who opposed the bill, had pleaded with his colleagues to remember their own youthful fashion follies.

On Tuesday, he said the measure was an unconstitutional attack on young blacks that would force parents to take off work to accompany their children to court just for making a fashion statement.

"This is a foolish bill, Mr. Speaker, because it will hurt so many," Spruill said before the measure was approved 60-34. It now goes to the state Senate.

### Crash victim steals good Samaritan's car

WATERBURY, CT. — From the "No Good Deed Goes Unpunished" file comes the story of Larry Valletta.

He stopped on Route 8 in the Waterbury, Conn., area to help at an accident scene. But one of the accident victims stole his car.

Valletta says he called state police, then went to check on the people. Two cars were involved in the crash and one flipped over.

While Valletta was helping an injured person to the side of the road, a man got out the car that had rolled off. The man then took off in Valletta's car.

Valletta says it was the last thing he expected. He adds it never dawned on him that someone might steal his car while he was being a good Samaritan.

### Cupid clocking overtime at work

NEW YORK, N.Y. — It's the economy, Cupid.

The number of young Americans meeting, dating and marrying fellow workers is on the rise in the United States, as more singles than ever work ever-longer hours, says a new report.

Outplacement firm Challenger, Gray, and Christman said the number of single, employed Americans had risen 18.3 percent to 58,948,000 in the last decade, and they are spending more time working, cutting the chances of meeting people elsewhere.

Today's office has replaced the 1990s workout gym and the 1980s singles bar as a place to meet new people, said James Pedderston, Challenger's director of public relations.

An earlier poll by the American Management Association showed nearly a third of employees surveyed had dated someone from work, and that 44 percent of those couples had married.

### Woman wins pancake race

LIBERAL, KS. — Jill Wettstein won the American leg of a trans-Atlantic pancake race Tuesday in a time just fast enough to edge out the winning English runner, giving the United States its seventh straight victory.

The women are required to flip their pancakes before the start of the race and at the end to prove they haven't dropped the pancakes.

Shrove Tuesday, widely known in Britain as Pancake Day, was traditionally the last day for merrymaking before the start of Lent.

Pancakes were thought to be a good way to consume the fat the Christian faithful were supposed to forego during the period of fasting.

Legend has it that the Olney race started in 1445 when a harassed housewife, rushing to be on time for church, arrived at the service still clutching her frying pan with a pancake in it.

## National News Briefs

### Valentine's Day is good excuse for pucker practice

Seattle, WA. — Valentine's Day is a good excuse to practice kissing, says Cherie Byrd, a psychotherapist who teaches kissing and has written the book "Kissing School: Seven Lessons on Love, Lips and Lifeforce."

It's one of the few times Americans focus on love, she said.

"We're so money-oriented, so consumer-oriented that our relationships get drawn into that quality as well. You know, how much can we possess?"

"This is one day when we might want to step back from this sense of possession and ask ourselves, What is the real gift we want to offer our beloved? The kiss is the 'central doorway' into a relationship, she says.

A kiss that fails to deliver is a bad sign.

"If the kiss does not allow you to really make a connection with the other person, then there is a blockage that gets in the way for that relationship," she said.

"And it also foretells the kind of disconnect that might be happening should the relationship continue."

There's help for willing students. Byrd has instructed 400 couple in one-day "playshops" in which she shares her research into multicultural holistic healing practices.

Byrd teaches people "how to work with the energy system and bring that into the kiss and to cultivate the art of

the merging of the lips and the merging of the heart and the merging of the connection with your partner."

"It's actually a very doable process," she says.

Step one: relax.

Step two: make eye contact and deliver a message.

Step three: forget multitasking. Byrd says the more of you that's paying attention, the sexier the kiss will be.

Byrd says kissing is an art form and a gateway to a deeper connection with your partner.

"You want to really feel it and you want to have that translated into the moment of connection with your beloved," she said.



Associated Press

Author and psychotherapist Cherie Byrd says Americans should use their lips to speak to their sweethearts instead of their wallets.

### U.S. said to pay Iraq contractors in cash

WASHINGTON — U.S. officials in postwar Iraq paid a contractor by stuffing \$2 million worth of crisp bills into his gunnysack and routinely made cash payments around Baghdad from a pickup truck, a former official with the U.S. occupation government says.

Because the country lacked a functioning banking system, contractors and Iraqi ministry officials were paid with bills taken from a basement vault in one of Saddam Hussein's palaces that served as headquarters for the Coalition Provisional Authority, former CPA official Frank Willis said.

### Gunmen open fire at upstate N.Y. mall

Kingston, N.Y. — At least two gunmen opened fire Sunday inside a mall in upstate New York, authorities said.

The gunmen began shooting inside the Hudson Valley Mall in Kingston, about 52 miles south of Albany.

One gunman was taken into police custody.

### Man attempted mass suicide pact for years

Portland, OR. — A man who used an Internet chat room to try to set up a mass suicide on Valentine's Day had been trying to persuade women for at least five years to engage in sex acts with him and then kill themselves, a sheriff said Sunday.

Gerald Krein faces charges of solicitation to commit murder, but prosecutors are expected to increase the charge to attempted manslaughter Monday, said Klamath County Sheriff Tim Evinger.

### Pop singer Aguilera engaged

Los Angeles, CA. — Christina Aguilera may be getting what a girl wants.

The Grammy-winning singer is engaged to her boyfriend of two years, music executive Jordan Bratman, Aguilera's representative, Meghan Prophet, told The Associated Press on Saturday night.

Bratman, 26, proposed to the 23-year-old pop diva on Friday night while the two were vacationing at an undisclosed location, Prophet said.

"No wedding plans have been set yet," she said.

Bratman presented Aguilera with a diamond ring designed by jeweler Stephen Webster, according to Prophet.

### Schools respond to increasing use of hyperactivity drug

Bridgeport, CT. — Staying up all night to cram for an exam is nothing new on college campuses.

But the new drug of choice many students are using for that extra boost is.

Adderall, a powerful and potentially addictive drug used to treat attention-deficit hyperactivity disorder, is increasingly finding its way onto campus and, in some cases, to high schools.

The illegal use of the prescription drug is a problem educators say has grown more rampant over the past 10 years.

The Canadian government recently suspended sales of the latest version of Adderall, which has been linked to 20 sudden deaths, 14 of them children.

A dozen strokes, two in children, were also reported in users taking the recommended doses.

All the deaths, which date back

to 1999, occurred in the United States.

At Sacred Heart University, counselor Richard Madwid said one of his concerns is the possibility of students mixing the drug with alcohol and suffering an adverse reaction.

"I have seen the level of abuse increase in the past 10 years," Madwid said.

Consisting of a mix of amphet-

amines, Adderall is known to correct chemical imbalances in the brain.

A 2002 study by the University of Wisconsin reported that one out of every five college students takes the drug, many illegally.

— All News Briefs compiled from wire reports by Morgan Marsh.

## HEALTH SERVICES

Quality • Caring • Convenient

[www.georgiasouthern.edu/health](http://www.georgiasouthern.edu/health)

## Sign Up Today

February 19, 2005

**NIRSA DAY**  
5K Fun Run/Walk

**When: Saturday, Feb. 19, 2005**

**8:30 a.m. 1/4 Mile Kids Run**

**9:00 a.m. 5K Fun Run/ Walk**

**Where: Recreation Activity Center  
@ Georgia Southern University**

**Host: Georgia Southern CRI**

**For More Info:**

• Visit [www.GeorgiaSouthern.edu/services/cri](http://www.GeorgiaSouthern.edu/services/cri)

• Call CRI, (912) 681-5436

• Register online at: [active.com](http://active.com)

**Entry Fee**

**\$15.00 Early Registration**

**(postmarked by Feb. 13<sup>th</sup>)**

**\$20.00 Registration (Feb. 14<sup>th</sup> - 19<sup>th</sup>)**

**\$10.00 Students (with ID)**

**\$2.00 Discount for Statesboro Pacers**

**1/4 Mile Kids Run FREE (T-Shirt \$5.00)**

**\*Individual Awards**

**\*T-shirts Guaranteed to  
Pre-registered 5K Participants**



**February 19, 2005  
NIRSA DAY 5K Fun Run/ Walk**

For questions or concerns, please call CRI at (912) 681 - 5436 or visit <http://www.GeorgiaSouthern.edu/services/cri>

### Savannah's #1 Japanese Restaurant Now in Statesboro!!!



**715 Northside Drive East in Southern Square Center • Next to K-Mart**

Jr. Chicken Bowl \$2.95  
Jr. Shrimp Bowl \$3.65  
Chicken Bowl \$4.25  
Shrimp Bowl \$5.25  
Shrimp/Chicken \$5.50

Over 20  
Franchised  
Restaurants  
in the Area

We Can Quickly Make Your Favorite Dish.  
So You Get In and Out in a Hurry  
Hibachi Steak • Shrimp Tempura  
Teriyaki Chicken & Shrimp  
Sushi • Salads • Appetizers and Much More...  
Dine In or Carry Out  
**912-764-5150**  
fax 912-764-5655  
[www.capitaljapan.com](http://www.capitaljapan.com)

K-Mart  
Now in  
Statesboro at  
Southern Square  
Shopping Center  
Food Lion  
Long Horn

Hours: 11 AM - 9 PM 7 Days A Week



# Our Opinion

## The Iraqi election results are in

The long-awaited results are finally in, and Iraq now has real leaders elected by the people.

Hooray! No more puppet government appointed by the Bush Administration (we hope), and the country can now be ruled by the people they selected. Now, we understand that we at *The George-Anne* have been skeptical of the Iraqi elections process in general, but we really hope that all this is legitimate, and that this governing body can actually get some work done.

On that note, we also hope that President Bush and his boys (oh, yeah, and Condi, too) will see about letting these new leaders do their stuff. They're going to have a hard time being productive with all those American troops in the way.

We need to get out of Iraq. America has done her thing--removing Saddam and creating a democratic government. Now it's time she gets out.

We are happy for Iraq, and we want things to go well there. So let's let them do what they have to do, and let them do it independently.

### letters to the editor

#### Appreciation should come from within

In Wednesday's article "Supplemental Issues," a quote that stood out to me was from Dr. Candy Schille.

Commenting on Dr. Grube's raise as a way to correct the inequity between his salary and other presidents within the university system, she offered it as "just another example of the way the system undervalues Georgia Southern."

If that is true, that the university system undervalues Georgia Southern, then we have only ourselves to blame.

Not a day has passed during my three years here at GSU when I haven't seen at least five people wearing the insignia of another school, be it UGA, Auburn, or otherwise. My point isn't

whether or not the insignia should be worn, that's not the issue here.

The issue is what the hat or t-shirt with the insignia symbolizes: that the student wearing it would rather be elsewhere. And if that student would rather be somewhere else, perhaps he or she should hurry up and move on.

Leave this university to those of us who can appreciate it for its beautiful campus, diverse academic programs, approachable professors and mid-size feel.

After all, appreciation from without starts with appreciation from within.

Adam Johnson  
afjohns@gmail.com

#### The right to question must be preserved

"Nothing in biology makes sense, except in the light of evolution."

-Dobzhansky

This is in response to a column that was published in *The George-Anne*, Monday January 31, 2005. As graduate students studying biology and evolution, we think that several conceptual errors of evolutionary theory and scientific method need to be clarified.

Historically, science has been challenged and chastised for questioning the conundrums of the world. Most scrutinized is the topic of evolution. Contrary to popular belief, evolution is not a theory that is untestable.

Evolution has been subjected to a multiplicity of tests; scientists objectively test the theory of evolution through experimentation and statistical analysis. This process involves other scientists in the field to evaluate, scrutinize and verify the validity of another scientists' work. It is not an easy task to become a published scientist, as each potential published experiment is subjected to numerous reviews and criticism, and this is done to ensure that only good scientific method is produced in the literature.

Contrary to what was said in the original article, there are numerous peer-reviewed journals in a broad area of scientific fields and there are several journals devoted to the study of evolution.

Gray and Murdock were writing in support of a recent idea called Intelligent Design. While we support their right to voice their opinions, we must clarify some statements made. Intelligent Design is not a science. Science is fact-based; religion is faith-based.

Evolution is an idea, as we indicated above, that has been supported using facts. Intelligent Design is an idea that cannot be supported with facts, only faith. Gray and Murdock quoted Behe, a proponent of Intelligent Design: "[no assertions that molecular evolution occurred] are supported by pertinent experiments or calculations."

While this is not entirely true, are there any "pertinent experiments or calculations" that support Intelligent Design? Creationism? No; nor should there be! Religion is faith-based; attempting to verify it with facts undermines the very definition of faith.

There is still much we do not know or understand about the world around us. In order to understand those things that can be

measured with facts, evidence, and empirical data we must use science.

Basically, the tools of science cannot be used to support religious beliefs, just as praying cannot fix your car. When your car is broken, you take it to a scientist (a mechanic) who performs experiments on it to gather facts. After all of the facts are in, the mechanic (scientist) says, "it was the starter, because after I changed the starter the car cranked right up." The mechanic will never fix a car using prayer or religious belief. During the last two thousand years, great scientists (most of them very devout Christians) have been ostracized for removing science from religion; e.g., Galileo and his "theory" of a heliocentric solar system.

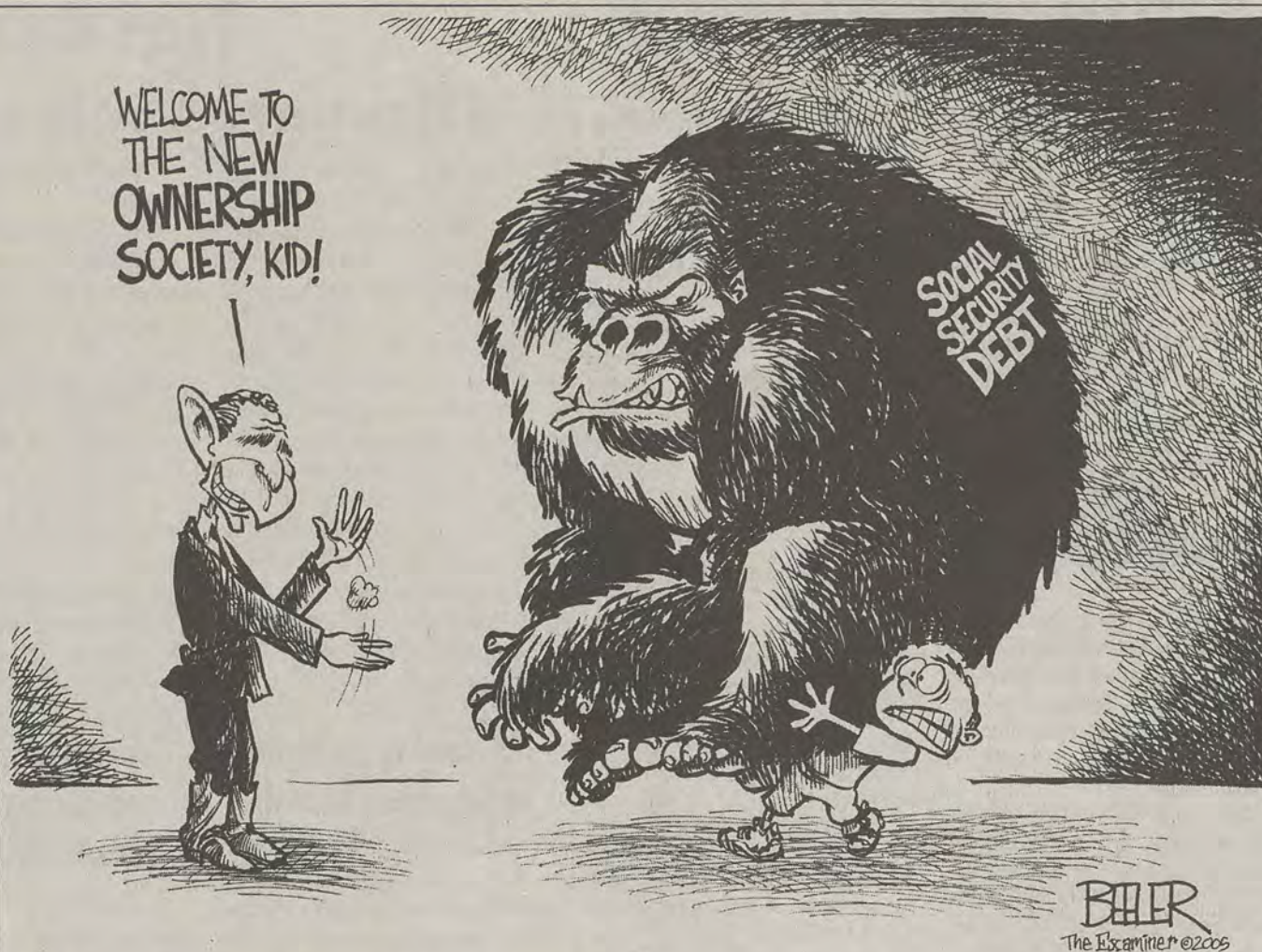
Pitts and Bates (opinion on Feb. 2) argued that small evolutionary change is occurring through natural selection, but refused to accept the big picture. It is true that, currently, we do not know how life on earth originated. However, in Darwin's time we did not know what mechanism functioned in inheritance (the main argument for his theory of evolution).

For approximately 90 years, no one knew about DNA. It wasn't until Rosalyn Franklin's X-ray picture allowed Watson and Crick to understand the structure of DNA and how it functioned. Just because we can't support the origin of life now, does not mean that some evidentiary support will not be found in the years to come.

With that said, is the theory of God mutually exclusive to the theory of evolution? We believe it is not. Many evolutionary biologists believe in God, have and teach their children morals, and are prominent members of their local place of worship. They observe religious holidays and send their children to religion-based schools. Does this make them accept evolution less? The answer is no.

Our confidence in evolution does not defile our compassion for human morality nor does it compel us to commit scrupulous acts against religious beliefs. Evolutionary biologists want to teach their children and human colleagues that we have been magnificently created through trial and error of naturally selected traits passed on from generation to generation.

Jeremy V. Camp  
jcamp12@georgiasouthern.edu



# The word on everyone's lips

As you've probably noticed, we've been doing a series of in-depth articles under the banner of Black History Month. I think these stories are some of the best we'll feature this year. But, something about them leaves me torn.

The source of my internal conflict can be narrowed down to a single word: *race*.

Folks have been tossing it out unreservedly as we interview them, and no one seems to bat an eyelash. Maybe it's nitpicking, but I think that one word – more specifically, the way we use it – is doing a lot to shape our reality by perpetuating misconceptions that should have long been buried.

In 1998, the American Anthropological Association issued its "Statement on 'Race,'" a document detailing their moral and scientific position on the titular concept. The statement (which can be found at <http://www.aaanet.org/stmts/racepp.htm>) explains and provides specific evidence as to why *race*, as we know it, does not exist.

There are several reasons the *traditional* idea of *race*, "natural and separate divisions within the human species based on visible physical differences," doesn't hold up, the most compelling of which is genetic. DNA evidence shows that the most any human being can differ from another, no matter what their ethnicity, is by six percent of their overall genetic makeup.

Physically, no matter where we are in the world, we are all 97 percent alike. The comparatively slight physical differences we exhibit are due completely to geographic suitability and adaptation.

Of course, anthropologists recognize just as easily as anyone else that the word's definition has evolved and come to represent far more than our mere physical differences. The AAA acknowledges the development of the word's meaning throughout history and does not fail to address the relevance of that in their statement.

Arguably, *race* now refers to differences in culture and custom, with ideas of physical variation serving only as an eluviation layer of soil in the word's semantic field. But, as far as descriptive meaning goes, even with the word's modern meaning in mind, there is only one idea the word *race* can convey that can't be expressed in some other more accurate terms, and that is history.

The fact remains that *race* calls attention to what should be a good thing – diversity – in a way that it shouldn't be perceived – negatively. If we weren't so focused on the incidental differences between human beings, would we even need a word like that?

As a linguist, I am not in favor of eliminating or banning any word. Every word has its place



Amanda Permenter  
editor-in-chief

See PERMENTER, Page 5

# Banning same-sex marriage would protect no one

By Christopher Ott  
KRT Campus

Here we go again.

For the second year in a row, President Bush used his State of the Union address to divide one group of Americans from the rest. He is pushing again for an amendment to the U.S. Constitution to ban legal protections for gay and lesbian couples and their families. Similar measures are under consideration in a variety of states, as well.

It's ironic that the Bush administration's aim this year is the same as last time, since circumstances are dramatically different.

Last May, Massachusetts became the first state in the nation to extend the rights and responsibilities of marriage to gay and lesbian couples. Opponents of equality warned of dire consequences. But, predictably, the sky hasn't fallen.

Bush and others claim that they want to "protect" the institution of marriage. But it's clearer than ever that equality is no threat.

No one loses any legal protections when the same protections are extended to gay and lesbian couples. Ensuring equality doesn't mean there's less to go around for everyone else.

Opponents have been unable to explain why treating gay and lesbian couples equally would

hurt anyone. The best they can do is say that allowing gay and lesbian couples to marry will "devalue" the institution of marriage. However, this argument doesn't make sense.

Early in our country's history, ensuring freedom of religion didn't devalue anyone else's faith. Ending slavery and segregation didn't devalue anyone else's citizenship. Allowing women to vote didn't devalue the electoral process. And allowing gay and lesbian couples to marry doesn't devalue anything, either.

Opposition to equality boils down to discomfort and, sometimes, hostility. Some opponents of equal treatment for gay and lesbian couples don't want to share the rights and responsibilities that help protect their own families.

But that's not the way America works. No one should be denied the basic right to equal treatment that our country guarantees.

It's bad enough that the president wants to make exceptions to the founding ideals of our country, but you also have to wonder if he and other opponents to equal rights really understand the consequences of the amendments they support.

Do they really want gay and lesbian couples separated at the emergency room door in the event of an accident or illness?

Do they really think long-term couples should be denied the right to make medical or end-of-life decisions, which married couples take for granted?

Do they really think that kids should be denied health coverage by one parent's health insurance because the law treats them as strangers?

Do they really think it's fair for gay and lesbian people to pay the same taxes as everyone else, but to be denied the hundreds of rights, benefits and protections of marriage?

Do they really think that a gay and lesbian couple that has been together for 50 years does not deserve the protections that non-gay newlyweds enjoy from day one?

Throughout our history, steps toward equality have always been met with resistance. But I'm confident our country will rise to the occasion and guarantee equal treatment once again.

#### ABOUT THE WRITER

Christopher Ott wrote this for *Progressive Media Project*, a source of liberal commentary on domestic and international issues; it is affiliated with *The Progressive* magazine. Readers may write to the author at: *Progressive Media Project*, 409 East Main Street, Madison, Wis. 53703; e-mail: [pmp@progressive.org](mailto:pmp@progressive.org).

## THE GEORGE-ANNE STAFF

For 77 years, Georgia Southern's Official Student Newspaper

### The 2004-05 Editorial Board

Amanda Permenter, Editor-in-Chief  
Katie Glorieux, Managing Editor  
Adam Crisp, Hiatus Managing Editor  
Luke Hearn, News Editor

### The 2004-05 Editorial Staff

Rachel Weeks, Assistant News Editor  
LaVene Bell, Photo Editor  
Ashley Stevens, A&E Editor  
Trevor Long & Matt Rapp, Sports Editors  
Anne McGuire & Krystle Jackson, Copy Editors

### Staff Writers

Jeff Allen, Ashley Bernloehr, Christina Caloway, DeMarc Campbell, Cheryl Frost, Joe Goble, Eric Haugh, Emily Haymans, Krystle Jackson, John Kuranda, Jessica Luber, Jenny Miller, Bert Noble, Danielle Powell, Brian Saxton, Brandee Thomas, Chuck Thomas, Kenny Cofer, Jason Burke, Brian Saxton, Russell Bush, Brian Metcalf, Jennifer Maddox, Kristin Miller, Marcy Thornton, Cory Walker, Casey Altman, Britt Davis, Jamie Galvin, Robert Greene, Ryan Jordan

### Photography

Trista Adams, Katie Anderson, Felicia Emanuel, Hillary Jones, Ryan Moore, Brian O'Conner, Sarah Parillo, Terrence Williams

### Production & Graphics Services

#### (PAGES)

Sarah Banks

### Advertising & Distribution Services

#### (ADS)

Marketing Director: Lindsey Treadwell  
Ad Reps: Banu Akgun, Drew Anthony, David Brennaman, Caitlin Carter, Angela Parker, Shea Roundtree

### Letter and Submission Policy

The *George-Anne* welcomes letters to the editor, story submissions and guest columns from people both inside and outside the GSU community. All copy submitted should be 250 words or less, typed, preferably sent via e-mail in Microsoft Word format to [gaeditor@georgiasouthern.edu](mailto:gaeditor@georgiasouthern.edu). All submissions must be signed and include a mailing address and phone number for verification. The editors reserve the right to reject any submission. Submissions are run on a space-available basis.



## HILLARY MODIFIES ABORTION LANGUAGE FOR DEMOCRATS



## Students vs. Professors: Beliefs at American universities

By Hans Zeiger  
KRT Campus

"Marxism is dying globally," writes columnist and recent UCLA graduate Ben Shapiro. "But it's alive and kicking at America's universities." Shapiro's list of communist courses, texts and activities in American higher education spans a chapter in his new book "Brainwashed: How America's Universities Indoctrinate America's Youth."

Students can minor in Marxist Studies at University of California Riverside. A class in "Marxist Literary Theory" is offered at Rutgers University. There is "Black Marxism" at University of California Santa Barbara, and "Taking Marx Seriously" at Amherst College. "Engaging Cuba: Uncommon Approaches to the Common Good" is a course at the Evergreen State College that glorifies Castro's Cuba for its successes in education, health care and agricultural production. These courses are more than partial to communist theory — they are actually like Red propaganda sessions. Capitalism — along with its accompanying institutions — is roundly portrayed as the source of all greed, inequality, and evil in general.

It would seem that the university communists have difficulty reconciling their belief that capitalism is evil with their other contention that there is no good or evil at all. A 2002 Zogby poll of 401 college seniors for the National Association of Scholars revealed that classroom relativism is overwhelming. Seventy-three percent of seniors said that the most frequent ethical position of their professors was: "what is right and wrong depends on differences in individual values and cultural diversity." Only a quarter of a college seniors replied that in their classrooms, "there are clear and uniform standards of right and wrong by which everyone should be judged."

At first glance, it may seem that the majority of college students are mindlessly following the lead of their professors. "Acceptance is the easiest

road, and the road most often taken," writes Shapiro. "If the professor says that the sky is green, the sky must be green." Voting patterns suggest that college students become increasingly liberal as they move through their years of higher education. And one study between 2000 and 2003 showed that while 52 percent of students reported having attended church on a regular basis prior to college, only 29 percent were still going to church in their junior year. "There is a correlation between the length of time one spends studying at the feet of liberals and the extent to which one comes to share their views," wrote William F. Buckley in "Up From Liberalism."

Yet there are signs that today's students are not following everything their professors believe.

According to a 2003 study by the Higher Education Research Institute at the University of California at Los Angeles, most college and university students consider themselves spiritual, but find that their campuses do little to encourage their spirituality. Researchers surveyed 3,680 students at 46 institutions to discover that 73 percent of American college students find religion and spirituality to have helped in the development of their identity. But 62 percent report that their professors never encourage discussion of religion or spirituality. The report found that "students have deeply felt values and interests in spirituality and religion, but their academic work and campus programs seem to be divorced from it."

Still, the percentage of students who consider spiritual matters to be "very important" or "essential" in their lives rose from 51 percent in 2000 to 58 percent in 2003. In addition, those who consider a full personal world view to be "very important" or "essential" rose from 43 percent to 52 percent, and those who believe that it is "very important" or "essential" to demonstrate compassion by helping the less fortunate climbed a remarkable 14 points from

60 percent to 74 percent. Despite the efforts of the professors to sterilize their campuses of spiritual concerns, discussions and practices, the growth in importance that students attach to their spiritual lives is significant.

Perhaps the most instructive gulf between professors and students is over the issue of abortion. According to the Center for the Study of Popular Culture and Luntz Research Associates, about one percent of college professors support a legal ban on abortion. A 99 percent pro-choice professoriate is a powerful majority.

But every year since 1990, with the exception of one, the support of college freshmen for abortion has fallen. In 1990, 64.9 percent of freshmen supported a right to abortion. By 1999, that number had fallen to 52.7 percent. According to a 2000 Gallup poll, 40 percent of 18-to-29-year-olds — a higher percentage than any age group surveyed — believed that abortion should be restricted to a greater extent than it is now. And in 2004, 60 percent of 18-to-29-year-olds said they supported a complete ban on abortion or minimal exceptions, according to a Zogby poll.

A growing sense of spirituality and a burgeoning identity with the pro-life cause are two outstanding features of today's students whose attitudes in those areas represent a widening chasm with their professors. In most other matters, the relativism that has been taught to — and apparently accepted by — today's American youth rests on the most infirm footing possible. Though young people claim to be relativists in large majorities, their faith in nothingness is weak, intellectually indefensible, and most importantly, counteracted by a lust for reality. On this I will write more in the future.

## ABOUT THE WRITER

Hans Zeiger is a 19-year old student at Hillsdale College in Michigan and spokesman for the Scouting Legal Defense Fund. Contact him at hzeiger@hillsdale.edu.

PERMENTER,  
FROM PAGE 4

place and function; otherwise it wouldn't exist in the first place. However, I think it is important to recognize when the meaning of a word is trying to transform and allow it to shift accordingly.

I began making an effort a few years ago never to use *race* unless I was having a sociolinguistic conversation. If I have to acknowledge differences between humans in everyday conversation, I try to use words like *ethnicity* or *culture*.

It isn't a matter of being hoity-toity or trying to be more politically correct than anyone else. What it really comes down to is that I want a different world for my kids. I don't want "race" (or gender, or any other uncontrollable human variation) to be anywhere in their inventory of evaluation when they meet people. I want my children to acknowledge and describe people according to what really matters. Ideally, I'd like it if I could show my children a picture of anyone, ask them to describe the person, and have them say in return, "I can't. I haven't met them."

Truthfully, *race* is a word like *brontosaurus* — it's something we once used to describe something we only thought existed because we didn't have our heads on straight.

Amanda Permenter is editor-in-chief of The George-Anne and can be reached at gaeditor@georgiasouthern.edu.

**If you ever**  
**Want TO see**  
**your Miscellany**  
**again** ...

...submit to our demands!

We are now accepting submissions for the Spring edition of *Miscellany*. There will be no theme, so give us everything you have!

We will gladly take poetry, essays, short stories, one-act plays, comics, paintings, drawings, photography, sculpture, mixed media, love letters, and cheesecake!

**Submission information is available in the Williams Center, Room 2009. The deadline for submissions is Monday, February 21st, 2005.**

miscmag@georgiasouthern.edu

## ENROLLMENT, FROM PAGE 1

"We use other alternatives in the way we recruit, such as visiting high schools with higher minority enrollment," Jones said.

She also noted that in recruitment, GSU isn't looking just for black students, but that all types of students that would bring diversity to the school.

"All schools are looking for diversity, and it's important to remember that a focus on race alone isn't always good. Any diversity that a university can acquire is good," she said.

Jones also noted that GSU is in the process of hiring a minority recruiter.

Pender, whose office provides resources for minority students, said that it is important for students to be exposed to diversity, explaining that in the real world, there are all sorts of different kinds of people that one

## Minority Enrollment Across the State

School	Number of Black Students	Percentage of Enrollment
Georgia State University	7,635	28
Georgia Southern	3,755	23.3
Valdosta State University	2,081	20
Med. College of Georgia	276	10.8
Georgia Tech	1,245	7.4
University of Georgia	1,854	5.6

may have to work with.

"Once a student gets into the real world and into a job, he or she may work under or have to report to someone of a different race, and it's good that students here are learning what it's like to interact with people of different races," she said.

GSU officials believe that the high minority enrollment is good for the

school, while students believe that it is good for morale.

"The minority enrollment here at GSU is one thing that drew me to the university," said SGA President Charisse Perkins.

"I think diversity is a great thing and something that is important as we grow into a more multicultural society," she said.

## ECONOMICS, FROM PAGE 1

About 28 percent of the population in Bulloch County consists of GSU students. Peggy Chapman, who heads the Statesboro-Bulloch County Chamber of Commerce, says students sustain existing businesses, but the lure of college student's money brings in new business as well.

"It's important to meet the demand of the student population. And many businesses, like some of the restaurants, have chosen Statesboro because of the student impact," said Chapman.

Like Henry's, Mojo Pie, a local pizzeria, relies on students. Located inside the bar RumRunners, Mojo Pie's owner says he traveled from South Carolina and settled in Statesboro to benefit from the growth of the school and its students.

Billy McDonnell owns the pizzeria. He says Ace Emerson, who is now a local celebrity after appearing on MTV's "The Real World," brought Mojo Pie to GSU.

"He was vacationing in Hilton Head and ate at our restaurant and asked if we would join his bar in Statesboro," said McDonnell.

The chance was tempting, so the owners made the move.

"We definitely rely on students for business, and we hope that more students find out about us," said McDonnell.

McDonnell estimate just about all of Mojo's business comes from GSU students. He hints that his business, and the employment opportunities he offers, will grow with the GSU enrollment.

And so far, growth doesn't seem to be a problem. Over the past four years, GSU has enrolled just under 3,000 more students. Mike Sullivan, GSU's spokesman, says the enrollment looks to be well over 16,000 to almost 17,000 students next year.

"We aren't looking for it to be 20,000 yet," said Sullivan, who believes the reach of student buying power is far greater than what might seem obvious.

"It's much more than students buying hamburgers," says Sullivan, who explains that one business brings on other businesses. "It can be looked at as a ripple effect or multiplier, which

is the correct term."

Sullivan sees it this way: Students buy food. To buy the food, they need money. To receive money, they need a bank. The effect leads on to major growth all wrapped around the university.

And while university officials want to grow the schools enrollment, Sullivan says GSU's target is to keep a balancing act so students do not overwhelm the community's services. This way the city and the University will grow at the same time.

It's a plan local officials like, as long as the students — and their disposable incomes — keeps coming to Bulloch County.

"As our region continues to grow in population, the needs for services will continue to grow in Bulloch County," said Chapman, who helps establish new business as well as promote the established business community. "Once Bulloch County hits 75,000 in population, there will be many other chain stores, like those found in the much larger communities."



## JOIN US FOR ANOTHER EXCITING TRIP!

SIGN UP FOR:

CANOEING IN CONGAREE SWAMP  
NATIONAL PARK, SC: FEBRUARY 25 - 27TH

OR

MOUNTAIN BIKING IN TSALI, NC:  
MARCH 4 - 6THSIGN UP IN THE CRI MAIN OFFICE OR STOP BY THE SOUTHERN ADVENTURES  
OFFICE DURING OUR HOURS: TUESDAYS AND THURSDAYS 7PM - 10PM.KAUAI, HAWAII  
BACKPACKING, SEA KAYAKING AND SURFING

ALOHA! JOIN SOUTHERN ADVENTURES ON A TRIP TO THE "GARDEN ISLE" OF HAWAII. KAUAI. WE WILL BE BACKPACKING THE JAW-DROPPING KALALAU TRAIL, ONCE AN ANCIENT FOOTPATH FOR NATIVE HAWAIIANS THAT LEADS THROUGH ONE OF THE LAST TRUE WILDERNESS AREAS IN THE ISLANDS. THEN WE'LL TAKE TO THE SEA, AND PADDLE THE NA PALI COASTLINE, SIMPLY DESCRIBED BY GUIDEBOOKS AS "THE MOST BEAUTIFUL PART OF THE HAWAIIAN ISLANDS." LEARNING TO SURF IS ALSO A MUST WHEN IN HAWAII. WE WILL FIND A NICE, SANDY BOTTOM BEACH IN POPU OR HANAIEI, AND TAKE TO THE WAVES. FINALLY, WE'LL TOP IT ALL OFF WITH AN AUTHENTIC HAWAIIAN LU'AU.

TRIP DATES: MAY 9TH - 16TH

REGISTRATION  
DEADLINE:

APRIL 8TH

PRICE: \$1,100

DEPOSIT \$200

(PRICE IS ALL  
INCLUSIVE, INCLUDING  
SOME FOOD.)SPRING BREAK  
SAVAGE GULF  
BACKPACKING, CLIMBING, & CAVING

JOIN SOUTHERN ADVENTURES FOR SPRING BREAK AS WE EXPLORE THE CUMBERLAND PLATEAU REGION OF SOUTHERN TENNESSEE. WE'LL BEGIN WITH A 3-DAY BACKPACKING TRIP WITHIN THE GORGES OF SAVAGE GULF NATURAL AREA. YOU'LL DISCOVER BEAUTIFUL VISTAS, CASCADING WATERFALLS, AND ABUNDANT WILDLIFE. AFTER BACKPACKING, YOU'LL CLIMB AND RAPEL TO YOUR HEARTS CONTENT AT THE SHEER SANDSTONE CLIFFS OF STONE DOOR. BUT WAIT...THERE'S MORE! SIGN UP TODAY AND YOU'LL ALSO GET A SPECTACULAR SNEAKPEEK ADVENTURE AT NO EXTRA CHARGE! THIS TRIP IS DESIGNED TO CHALLENGE AND SATISFY BOTH THE NOVICE AND THE EXPERIENCED ADVENTURER ALIKE. IT'S GUARANTEED TO BE A SPRING BREAK YOU'LL NEVER FORGET.

TRIP DATES: MARCH 13TH-18TH

REGISTRATION  
DEADLINE:  
MARCH 4TH

PRICE: \$50

(SOUTHERN ADVENTURES'  
LEADERS, TRANSPORTATION,  
AND GROUP GEAR)SIGN UP TODAY!  
LIMITED SPACES  
AVAILABLEFOR MORE INFORMATION, CALL 486-7227 OR VISIT OUR WEBSITE AT  
HTTP://SERVICES.GEORGIA.SOUTHERN.EDU/CRI/SOUTHERN\_ADVENTURES/SA\_INTRO.HTML



BUSINESSES, FROM PAGE 1

GSU's \$439 million "output impact" is a measure of sales in the local community, which for the purposes of the study included seven southeast Georgia counties: Bulloch, Candler, Screven, Jenkins, Evans, Tattnall and Emanuel Counties.

The study calculated spending by the university on salaries, benefits, operating supplies and expenses (\$176 million), as well as spending by students (\$168 million). Of the \$439 million total, \$344 million is initial spending by the university and students; \$95 million is the multiplier effect of those dollars as they are spent again in the region.

Humphreys found that on average, for every dollar of initial spending in the community by University System institutions, an additional 52 cents was generated for the local economy hosting a college or university.

Yet another component of the study is the analysis of the employment impact of all 34 institutions on their host communities.

The impact on jobs is significant; GSU gen-

erated a total of 6,252 jobs in the seven-county study area with a total payroll of \$171 million. Overall, the University System accounted for \$4.4 billion in salaries and wages for 106,831 full- and part-time employees.

Approximately 62 percent of those jobs are off-campus positions in either the private or public sectors and 38 percent are on-campus employees of the University System.

Humphreys notes that the figures do not include spending by people who visit GSU to attend meetings, athletic events and reunions, spending by university retirees living in the community and income earned by university employees through consulting and other activities.

The Selig Center report differs slightly from a similar study conducted by GSU's Bureau of Business Research and Economic Development and released in September 2004, which estimated the university's economic impact at \$493 million.

However, the Georgia Southern research

considered a larger, nine-county area and also included the impact of campus construction projects, which was not considered by Humphreys.

This year's report showed growth from a similar Selig Center study which covered FY 2001 and found Georgia Southern had a total economic impact of \$394 million.

However, there were differences in the methodology between the two studies.

This is the first year the study did not include the economic impact of construction projects on the University System's campuses.

Because of this change, some University System institutions may show a decline in overall economic impact, despite the fact there may have been a significant increase in enrollment over the time period between the two studies.

A complete copy of the report can be accessed on the Web at: <http://www.icapp.org/pubs/impact>.



Brian O'Connor/STAFF

Henry's Haircuts is a local business that is affected economically by GSU.

## Want to Voice Your Concerns About Textbook Prices? Well Here's Your Chance!

### Board of Regents to Hold Forum on Textbook Costs Nessmith-Lane Continuing Education Center Georgia Southern University

February 16, 2005  
1 PM - 4 PM

**Welcome:** Dr. Daniel Papp, Senior Vice Chancellor  
Board of Regents, University System of Georgia

**Panel:** Charisse Perkins, Student  
President, Student Government Association  
Georgia Southern University

Tommye Miller  
Director of University Stores  
Valdosta State University

J. Bruce Hildebrand/TBD  
Executive Director for Higher Education  
Association of American Publishers

Dr. Jeanette K. Rice  
Associate Professor of Chemistry  
Georgia Southern University

**Moderator(s):** Jim Flowers, Special Assistant to the Chief Information Officer  
Board of Regents, University System of Georgia

William Bowes, Vice Chancellor for Fiscal Affairs  
Board of Regents, University System of Georgia

**\*Written questions from the audience will be directed to panel members following presentations**

## State cutting back on long waits for driver's licenses

By Charles Odum  
Associated Press

ATLANTA - Gov. Sonny Perdue doesn't need a public-opinion poll to gauge the popularity of driver's license centers in the state.

"Getting or renewing a driver's license is probably the one thing government does that both touches and aggravates just about everyone. If we didn't have a monopoly on this business, we'd be out of business," Perdue said during his annual State of the State speech last month.

That business is undergoing a dramatic facelift designed to reduce the agonizingly long waits that the state's drivers have had to endure to get licenses.

Driver's license centers traditionally have been found at Georgia State Patrol offices, which often lacked the space and staffing to handle demand, especially in the Atlanta area. As a result, several new, larger Georgia Department of Motor Vehicle Safety facilities have opened up, including one in Lithonia, where the "Don't Wait in Line" sign greets visitors.

The new centers boast large waiting areas and modern working space with as many as 18 windows for staffers to process customers more efficiently.

In the Atlanta area, there also are new facilities in Conyers, Norcross, Sandy Springs, Decatur and Lawrenceville. There is a similar facility in Savannah, and another is being built in Henry County.

The Conyers center was a successful prototype for the others.

However, the new facilities don't necessarily translate to quicker lines unless there are enough examiners to handle the crowds.

"Now Hiring" signs are proof that

funding has been cleared for increased staffing at the larger centers. DMVS spokeswoman Susan Sports says funding has been approved for 46 new examiners statewide.

"We've already hired 13, and we've been actively recruiting examiners for some time," Sports said. "Those

that come on board will be targeted for the facilities with the most traffic."

One important advantage

to the new building in Conyers is a much larger waiting area for customers than in the Georgia State Patrol facility near Interstate 20, said Annie Sherrod, chief examiner in Lithonia.

"We could only get so many people in that building," Sherrod said. "Now people don't have to wait in the elements. That was one of my concerns, to see people having to wait outside."

Now Sherrod says people coming to the new facility are pleasantly surprised to find more room and shorter waits.

"We get a lot of compliments from the public about how we've improved," Sherrod said. "No one wants to wait. I can understand. I'm not always on this side of the counter."

But sometimes even short waits are not necessary.

Under the "Don't Wait in Line" sign is an explanation that it is no longer necessary to renew a license or update an address on a license in person. Instead, licenses can be renewed and addresses updated online, by mail or by telephone.

If the state has the correct address on record for a driver, renewal applications are mailed about two months before the license is to expire.

Since Nov. 15, more than 14,955 Georgians have had their address changed on their licenses via the

Internet, without having to visit a facility.

The number is important, because drivers who have updated their addresses after moves can then receive renewal applications through the mail. If more people renew by mail, phone or online, then waits are reduced for other customers at the DMVS centers.

Sports said 47 percent of those who have received renewal forms have taken advantage of the new online option.

The improvements seem to be making a difference. Sports says the average waits have been reduced to about an hour, down from waits of up to six hours reported last year.

"This is much better, much more controlled," said Jim Hayes, who said he drove from Lithonia to the Conyers facility "because I knew where it was."

Hayes said he was in the facility about an hour for his renewal. "It would have taken longer before," he said.

Joy McClung of Stockbridge said she waited about 30 minutes for her renewal. "I thought it would take an hour or longer," she said. "This was a lot better."

The DMVS is starting to issue parking permits, including those for the handicapped, by mail.

Also, teen drivers who turn 18 can use the mail to update their Class D, restricted license for a license without restrictions.

Regular driver's licenses can be renewed by mail, phone or online only every other renewal cycle. Every other time a license is renewed, a driver must go to a center for an updated photo and eye exam.

The key now is to encourage more drivers to use the automatic renewal when possible.

"It's safe and it's easy," Sports said, "and it will save you a trip and take those out of line who don't absolutely have to be there."



GEORGIA SOUTHERN UNIVERSITY

**NEW!**

**NIKKO**

JAPANESE RESTAURANT

**NEW!**

**NEW DINNER MENU!**

Chicken \$4.99  
Shrimp & Chicken \$6.95  
Filet Mignon \$7.50  
Hibachi Steak & Chicken \$7.99  
Hibachi Steak & Shrimp \$8.50

*Now Hiring:  
Cook & Dishwasher*

*After a hard day of work/study, come visit us and let us serve you!*

Serving Bulloch County for over 7 years. Same location, Independently Owned and Operated

**Experience The Best Japanese Food**

**Sushi Special!**

Now Open on Sundays  
11 a.m. - 3 p.m.  
**489-4007**  
Across from Winn-Dixie

The George-Anne is always looking for good writers who are interested in writing news, features, sports, and columns. If you're one of these people, then we want you!!



If you're interested in joining the staff of our publication, contact us at [ganews@georgiasouthern.edu](mailto:ganews@georgiasouthern.edu), 912-681-5246, or by coming by our office, located in room 2023 in the Williams Center and fill out an application.



## Dean pledges to rebuild Democratic Party

*Former Democratic Presidential candidate and governor of Vermont vows to improve communication of party*

By Will Lester  
Associated Press

WASHINGTON - New national Democratic Chairman Howard Dean promised Saturday to rebuild the party in the most conservative regions of the country, help develop state and local organizations and let congressional Democrats set the tone on policy.

Electing Dean on a voice vote during their winter meeting, Democrats put the party's leadership in the hands of the skilled fund-raiser and organizer whose sometimes caustic, blunt comments can lead to controversy. The physician now must contend with a state-by-state political map in which Republican red overwhelms Democratic blue.

"I'll pretty much be living in red states in the South and West for quite a while," Dean told reporters. "The way to get people not to be skeptical about you is to show up and say what you think."

The normally outspoken Dean appeared to be trying to shift his role from flamboyant presidential candidate to cautious party chairman.

"The proper place for the day-to-day battles is Congress," Dean said in response to a question about his opposition to the war in Iraq. "My views are well known, but most of the policy pronouncements will be coming from the leaders in Congress and not from me."

Dean has plenty of other chores to keep him busy.

President Bush just won his second term. Republicans are firmly in control of the House and the Senate.

And the GOP is gaining strength in conservative states in the South and West.

The former Vermont governor promised to learn how Democrats can communicate positions more effectively.

Dean says that no one is "pro-abortion," but "we are the party in favor of allowing women to make up their own minds about their health care."

And Democrats are not for "gay marriage,"

but "we are the party that has always believed in equal rights under the law for all people," he says.

Dean is determined to seize the moral high ground from Republicans, arguing Democratic positions on helping the poor and protecting children are consistent with religious values.

The new chairman sounded like a man in a hurry: "Republicans wandered in the wilderness for 40 years before regaining Congress. ... The American people cannot afford to wait 40 years for us to regain control in Washington and put the government back to work for Americans."

Dean has been criticizing Republicans all week and has promised to stay on the offensive, but GOP Chairman Ken Mehlman contacted Dean to congratulate him and then put out a statement describing Dean as "a strong leader for his party."

The kid-glove treatment is unlikely to last. Reminded Saturday that former Republican House Speaker Newt Gingrich had said Dean would be the perfect leader for Democrats if they have a "death wish," Dean smiled broadly and said: "I'm looking forward to the opportunity to prove Newt wrong."

On Saturday, Sen. John Kerry of Massachusetts gave the DNC another \$225,000, donated by Kerry supporters, for grass-roots development.

The 2004 presidential nominee gave \$1 million last week.

As Dean takes on his new DNC duties, his brother Jim takes over the former governor's political action committee - Democracy for America.

Howard Dean replaces outgoing party chief Terry McAuliffe, who raised more money than Republicans in the last election cycle, developed a sophisticated voter file and e-mail list, and left the party in the black after the presidential election.

Democrats generally sounded an optimistic tone about Dean, hoping for the best from their new chairman who is attempting to show more restraint.

When Dean was asked about anonymous criticism from both Democrats and Republicans, he quickly brushed it aside, saying, "I'm not going to respond to blind quotes."



Newly Elected Democratic National Committee chairman Howard Dean smiles during an address to the general session of the Democratic National Committee winter meetings on Saturday, Feb. 12, in Washington.

## Did Text Books Cost You and Arm and a Leg this Semester?



**Let Your Voice Be Heard!**  
**Attend the Textbook Forum sponsored by**  
**the Student Government Association &**  
**The Board of Regents.**  
**Wednesday February 16<sup>th</sup> 1:00-4:00**  
**Nessmith-Lane Auditorium**

## Swing into Softball Season

**Pre-Season Tourney Entries Due** Tuesday Feb. 15<sup>th</sup>  
-Tourney Starts Feb. 18<sup>th</sup>

**Regular Season Entries Due** Tuesday Feb. 22<sup>th</sup>  
-Season Starts Feb. 28<sup>th</sup>

**Captain's Meeting** Wednesday Feb. 23<sup>rd</sup>  
6pm and 7pm

### Umpire Clinics

I -Monday  
Feb. 21st - 9:00pm  
Multipurpose Rm  
II -Tuesday  
Feb. 22nd - 9:00pm  
Multiplex  
III - Wednesday  
Feb. 23rd - 9:00 pm  
Sports Complex



### Scrimmages

Thurs. Feb. 24<sup>th</sup> 6:00pm - 11:00pm  
Location TBA  
Sun. Feb. 27<sup>th</sup> 6:00pm - 11:00pm  
Location TBA

# Sign Up Today !!!







## Men's Basketball takes close loss, 2-87

GSU Athletics Media Relations

DAVIDSON, N.C. - Three Wildcats scored 19 points, including Ian Johnson who notched his first double-double since his freshman year as the Davidson men's basketball team clinched the Southern Conference South Division title with a 92-87 win over Georgia Southern on Saturday afternoon in Belk Arena.

Davidson's 12th straight win was also its 21st consecutive regular-season league victory, as the Wildcats improved to 17-7 overall and a perfect 13-0 in the SoCon. The title is Davidson's first outright crown since the 1995-96 season. GSU (15-9, 8-4) fell into a tie for second place in the South with College of Charleston.

Johnson scored 19 points and added a game-high 10 rebounds, connecting on 6-of-8 from the floor. Logan Kosmalski matched that point total in all of 19 minutes of action, while grabbing eight rebounds. Brendan Winters posted 19 for the Wildcats as well.

After holding a lead of as many as 17 points with under nine minutes to play in the contest, GSU cut the advantage to eight, 80-72, hitting four three-pointers on as many baskets. Three free throws pushed the 'Cat lead back up to 11 with five minutes remaining, but the Eagles scored the next seven points to come within four, 83-79.

The teams traded pairs of free throws over the next two minutes and the lead remained four, 91-87, with 1:29 on the clock. Kosmalski grabbed back-to-back offensive rebounds on the following possession and hit one of two free throws that proved the final points of the game. Kenny Grant forced an Eagle turnover on the next possession and Davidson ran out the clock for the victory.

The game featured 55 fouls and 65 free throw attempts. Both teams shot 76.9 percent from the charity stripe, the Wildcats hitting 19-of-23 in the final stanza. Bench points were a huge difference in the game as Davidson's bench came up with 38 points compared to only four by the Eagles.

After being out rebounded by five in the first half, 23-18, Davidson dominated the glass in the second half to hold the 39-37 overall advantage.

Davidson scored the first points of the game and only gave up the lead briefly in the early goings of the opening half. The 'Cats erased a three-point Eagle lead, their largest of the game, doubling GSU's points over the next five minutes to take the upper hand, 34-25, with 8:36 to go.

The Wildcats were unable to score over the next four minutes and GSU came back within three, 37-34, at 3:26. Davidson scored the final eight points of the half to take a 45-34 lead into the locker room.

The Eagles return to Hanner Fielhouse on Monday, Feb. 14 as they host SoCon foe The Citadel for a 7:30 p.m. tip. Davidson heads to Charleston on Monday as well, facing off against College of Charleston at 7 p.m.

## GSU BASEBALL SEASON BEGINS



Photos by David Caselli/STAFF

## 2005 Schedule

F12	GEORGIA TECH 1:30 p.m.
F13	GEORGIA TECH (CSSTV) 1 p.m.
F15	at Jacksonville 4 p.m.
F18	GEORGE WASHINGTON 4 p.m.
F19	GEORGE WASHINGTON 3 p.m.
F20	GEORGE WASHINGTON noon
F26	at Georgia 3 p.m.
F27	at Georgia 1 p.m.
M1	at Georgia Tech 4 p.m.
M4	BUFFALO 7 p.m.
M5	BUFFALO 4 p.m.
M6	BUFFALO 11 a.m.
M9	at Georgia Tech 4 p.m.
M11	• DAVIDSON 7 p.m.
M12	• DAVIDSON 4 p.m.
M13	• DAVIDSON 1:30 p.m.
M15	at Georgia 6 p.m.
M16	at Georgia 4 p.m.
M18	• at East Tennessee State 7 p.m.
M19	• at East Tennessee State 2 p.m.
M20	• at East Tennessee State 1 p.m.
M25	• FURMAN 7 p.m.
M26	• FURMAN 4 p.m.
M27	• FURMAN 1:30 p.m.
M29	GEORGIA STATE 6 p.m.
M30	GEORGIA STATE 4 p.m.
A1	GARDNER-WEBB 7 p.m.
A2	GARDNER-WEBB 4 p.m.
A3	GARDNER-WEBB 1:30 p.m.
A5	MERCER 6 p.m.
A8	• at UNC Greensboro 7 p.m.
A9	• at UNC Greensboro 1 p.m.
A10	• at UNC Greensboro 1 p.m.
A12	at Mercer 6 p.m.
A15	• ELON 7 p.m.
A16	• ELON 4 p.m.
A17	• ELON 1:30 p.m.
A22	• at Western Carolina 7 p.m.
A23	• at Western Carolina 4 p.m.
A24	• at Western Carolina 1 p.m.
A27	JACKSONVILLE 6 p.m.
A29	• WOFFORD 8 p.m.
A30	• WOFFORD 4 p.m.
M1	• WOFFORD 1 p.m.
M7	• at Appalachian State 3 p.m.
M8	• at Appalachian State 2 p.m.
M9	• at Appalachian State 1 p.m.
M10	at Georgia State 6 p.m.
M11	at Georgia State 4 p.m.
M12	• COLLEGE OF CHARLESTON 7 p.m.
M13	• COLLEGE OF CHARLESTON 7 p.m.
M14	• COLLEGE OF CHARLESTON 1:30 p.m.
M17	FLORIDA ATLANTIC 6 p.m.
M19	• at The Citadel 5 p.m.
M20	• at The Citadel 5 p.m.
M21	• at The Citadel 1 p.m.
M25	\$SoCon Tournament TBA
M26	\$SoCon Tournament TBA
M27	\$SoCon Tournament TBA
M28	\$SoCon Tournament TBA

• Southern Conference game  
\$SoCon Tournament (Charleston, SC)  
HOME GAMES at J.I. CLEMENTS STADIUM  
All Times EDT

## Eagle Baseball drops two in season opener

By Eric Powell

airicc8@hotmail.com

As the newly renovated J.I. Clements was unveiled this weekend, the team that calls the stadium home showcased some of its future standouts - silver lining to the team's season-opening double loss.

Although the Eagles dropped both games of the weekend series 10-6 and 13-6 against No. 13 Georgia Tech (2-1), several newcomers gave Georgia Southern fans some positive things to look forward to for the upcoming season.

Saturday's contest started out well for GSU (0-2) as junior transfer Brett Pelfrey homered in his first at-bat as an Eagle to give the team a quick 1-0 lead in the bottom of the first inning.

The third baseman played at Tallahassee Community College last season.

GSU eventually held a 2-0 lead in the second inning following senior Logan Philips's solo homerun that barely snuck inside the right field foul pole.

The slim Eagle lead was unable to hold up as the Yellow Jacket bats finally woke up to score four runs in both the third and fifth innings leading up to the final score of 10-6.

"I think we did a lot of good things," Coach Rodney Hennon said. "Obviously the two four run innings were the difference in the game."

Junior first baseman Greg Dowling tied with Pelfrey for a game high three base hits.

The final game of the weekend began similarly to the first as GSU struck first once again via a homerun from a new face.

Designated hitter Derrick Smith, who transferred from Florida State to join the team, drilled a pitch off GT starter Blake Wood leading off the second inning with his first career homerun as an Eagle.

The game remained close and was tied heading into the fifth inning when Georgia Tech found their bats.

GT put up three runs in the fifth, four in the seventh and added three again in the ninth for good measure leading up to their 13-6 victory.

For the game the Yellow Jackets pounded out 16 hits to the ten for GSU. GT was also able to draw eight walks from GSU pitching.

Despite the pair of losses, the Eagles have a lot to look forward to with the season to come with the strong play of their new players.

For the weekend, Pelfrey went 4-for-9 with three runs batted in.

Smith followed up his second inning homerun with another hit in the game to finish Sunday's contest 2-5 while fellow newcomer David Richardson got his first collegiate hit in the ballgame as well.

"I think there are a lot of positive things happening with our program," Hennon said. "David Richardson got his first start, Pelfrey swung the bat well in his first two starts."

GSU will next see action tomorrow when they travel to play against Jacksonville.



The Eagles opened the 2005 baseball season Saturday in a completely renovated J.I. Clements Stadium. The Eagles struggled in a weekend series against the Ga. Tech Yellow Jackets, who came out on top 10-6 Saturday and 13-6 Sunday. The Eagles' next game will be away against Jacksonville tomorrow.



## Women's Basketball falls to Wofford

GSU Athletics Media Relations

SPARTANBURG, S.C. - Wofford claimed a 63-58 victory over Georgia Southern Saturday afternoon in the Benjamin Johnson Arena.



Waterman

The Eagles (12-11, 9-8 SoCon) jumped out to a 14-0 lead to start the game and held the 14-point edge on a Christa Waterman layup to make it 16-2 with 14:25 remaining in the half.

The Terriers fought their way back, closing the gap to as few as six on two occasions, including a 29-23 deficit on a pair of Stephanie Ripberger free throws with 31 seconds left. Lee DuBose nailed a 3-pointer to give GSU a nine-point cushion entering halftime, 32-23.

In the second half, Wofford scored the first five points and slowly worked at chipping away the lead. The Eagles used a trey by Kaylin Wells with 13:14 on the clock to give them their largest advantage of the half at nine, 41-32.

After Wells pushed the GSU lead back to three, 52-49, Brie Bradshaw made 1-of-2 free throws and Harris converted both of her attempts from the line to force the game's first tie, 52-52, with 2:56 left. Harris was again at the line less than a minute later, at 2:08, and made a pair to give Wofford its first lead of the contest, 54-52.

Tiffany Brown made a pair from the charity stripe to tie the game again at 54-54 before Nakia Mister converted a lay-up for the Terriers' final lead of the contest, a 56-54 edge with 1:29 to play. DeBose then hit another 3-pointer to put GSU back on top to stay at 57-56, with just over a minute remaining. The Eagles scored their final six points at the foul line.

Waterman led all players with a career-high 13 points and added five rebounds off the bench. Brown chipped in with 12 and DuBose tallied 11 to give GSU three players in double-figure scoring. Brown tied teammate Shawnda Atwood with game-high honors with seven rebounds.

GSU returns to action on Monday, Feb. 14 as it travels to Furman for a 7 p.m. tip.

## Men's Tennis tripped up by Florida Atlantic

GSU Media Relations

BOCA RATON, Fla. - In a match that was much tighter than the score would indicate, the Georgia Southern men's tennis team dropped a 5-2 decision to Florida Atlantic Saturday in a non-conference match-up.

The Eagles won the doubles point, but were held to one victory in the singles matches.

GSU swept the three doubles matches to stake out an early 1-0 lead. At the No. 1 position, Vincent Patry and Danie van den Heever won 8-6 against Antonelo Magris and F.J. Schofield. Diego Flores and Lasha Janashia, paired together for the first time this season, prevailed at the second slot, taking an 8-5 victory over Gianfranco Dossena and Eugenio Pellman.

Finally, the No. 3 team of Tom Green and Charles-Henri

Trottet improved their season record to 2-3 with a 9-8(6) win against J.P. Bounassar and David Demers.

The Eagles (1-4) were unable to capitalize on their doubles success, though, as the Owls (2-4) came back to claim the win by taking five of the six singles matches.

Patry was the lone singles winner for GSU, as he upped his season mark to 2-3 by virtue of a 6-2, 6-3 win over Magris at the No. 1 position.

The Eagles gave themselves a chance to win as van den Heever and Janashia both won the first set of their respective matches, but in the end, neither player was able to produce a point.

Van den Heever lost his second consecutive three-set match, falling 4-6, 6-3, 6-2 to Schofield at No. 2. Janashia also endured a three-set loss as he was defeated 4-6, 6-2, 6-3 by Bounassar at the third spot.

In other singles action, Trottet played well, but ultimately succumbed to Demers in a tight two-set match, losing 6-4, 7-5.

Flores, enjoying his first action of the season after missing last year with a medical redshirt, dropped a 6-2, 6-1 decision to Mauricio Paiz at No. 6.

At the fifth slot, Green was forced to retire in his match against Pellman, who held a 4-1 first-set lead.

The Eagles will head further south for their next match, as they will tangle with No. 48 Miami Sunday in Coral Gables. The match is scheduled to begin at 11 a.m.





# EAGLE EXPRESS

## Continues Traveling Off-Campus

Be sure to check out] this new addition  
to the EAGLEXPRESS™ family:



**NIKKO**  
JAPANESE RESTAURANT

Auxiliary Services is pleased to announce the availability of EAGLEXPRESS™ at these businesses:



Fordham's  
Farmhouse



Eagle Diner



Pro Lube



Holiday's  
Greek & Italian  
RESTAURANT



ORIENT  
EXPRESS

Baja  
Burrito



China Super  
Buffet



Fast &  
Easy III



Chicken Run



Southern Links  
Golf Club



Original  
Friendly  
Diner

Carvel  
Ice Cream



(Formerly Bash's)



ZAXBY'S  
REAL CHICKEN



THE  
LAST  
DON'S



meineke



WINGS  
CAFE

The  
GEORGE-ANNE

Monday, February 14, 2005 • 10

## KOREA, FROM PAGE 1

bilateral talks when asked about it by APTN on Friday.

"No, we do not ask for bilateral talks," Han said. "The formality of the dialogue is not the essential one. The essential one is the U.S. policy—whether it try to attack us or not. That is the problem, but not the bilateral or multilateral one. We do not care about the formality."

The United States has repeatedly refused bilateral talks with Pyongyang. White House spokesman Scott McClellan reiterated Friday that it is "a regional issue" that affects all of North Korea's neighbors and that they must be included.

Secretary of State Condoleezza Rice on Thursday urged North Korea to return to the six-party talks and rejected Pyongyang's statement that it needs nuclear weapons as protection against an increasingly hostile United States.

"The North Koreans have been told by the president of the United States that the United States has no intention of attacking or invading North Korea," she said.

At her Senate confirmation hearing last month, Rice called North Korea one of the world's "outposts of tyranny."

Maurice Strong, U.N. Secretary-General Kofi Annan's special adviser on North Korea who has been shuttling among the six capitals, told a news conference that Thursday's announcement was a setback.

"I believe that we should regard this not as the end of a negotiating process but as a blip—difficult yes, an unhappy twist in the road, but nevertheless the road to negotiations runs through the six-party talks," he said.

"Very few people close to the situation are surprised at anything but the timing perhaps of the announcement," Strong said.

Strong said North Korea still says it is committed to a peaceful settlement of the nuclear issue and to a nuclear weapon-free Korean peninsula.

"But they insist that what they consider their necessary security requirements be met and they want economic restrictions lifted," he said.

"There is a real issue of feeling offended by the attacks on their leader, the attacks on their system," he continues.

Annan "is deeply concerned" at the latest developments and has instructed Strong to intensify efforts to resume the six-party process.

Strong called for "engagement" with North Korea—not isolation. He ruled out any immediate referral to the U.N. Security Council, saying that would be considered a "hostile act" by

## SHIITE, FROM PAGE 1

killed near their home, said Lt. Col. Francesco Tirino, spokesman for the Italian contingent in Nasiriyah. The elder Ghali had worked for the Italian contingent since the summer of 2003.

In violence in the north, insurgents attacked a U.S. convoy and a government building near Mosul, leaving at least four people dead, hospital workers said. Two Iraqi National Guardsmen also were killed while trying to defuse a bomb along Mosul's airport road.

U.S. hopes for a larger NATO role in Iraq suffered a setback Sunday when German Foreign Minister Joschka Fischer rejected calls for the alliance to protect U.N. operations there. Secretary-General Kofi Annan also ruled out a U.N. security role.

The United Iraqi Alliance, a Shiite dominated list of candidates backed by Muslim clergy, won the most votes in the Jan. 30 balloting for a 275-member National Assembly, officials said Sunday. A Kurdish alliance was second and U.S.-backed interim Prime Minister Ayad Allawi's list was third.

The vote was the first free election in Iraq in more than 50 years and the first since Saddam Hussein was ousted from power after the U.S.-led invasion in 2003. The new assembly will elect a president and two vice presidents, who then will choose a prime minister, who will form a government. The assembly also will draft a constitution.

Sunni Arab extremists, fearing a loss of their privileged position, have accused the Americans of manipulating the election to install Shiites and Kurds in power. Sunni Arabs, an estimated 20 percent of the population, form the heart of the insurgency, and many of them boycotted the election.



# CAREERS ON TRAK



Spring Eagle Expo  
& Education Career Fair  
Wed. February 23, 2005  
9 a.m. to 2 p.m.  
at the RAC

A guide  
to career  
choices for  
Georgia  
Southern  
Students

Brought to You By  
Career Services  
& The George-Anne

ON  
YOUR  
MARK!

GET  
SET!

GO!



ON  
YOUR  
MARK!

GET  
SET!

GO!

## A guide to career choices for Georgia Southern Students

Eagle Expo & Education Career Fair,  
Wednesday, Feb. 23, 9 a.m. -2 p.m., Recreation Activities Center

### Career Services

Georgia Southern University  
P.O. Box 8069  
Statesboro, GA 30460  
912-681-5197

[careersv@georgiasouthern.edu](mailto:careersv@georgiasouthern.edu)

### Satellite Office:

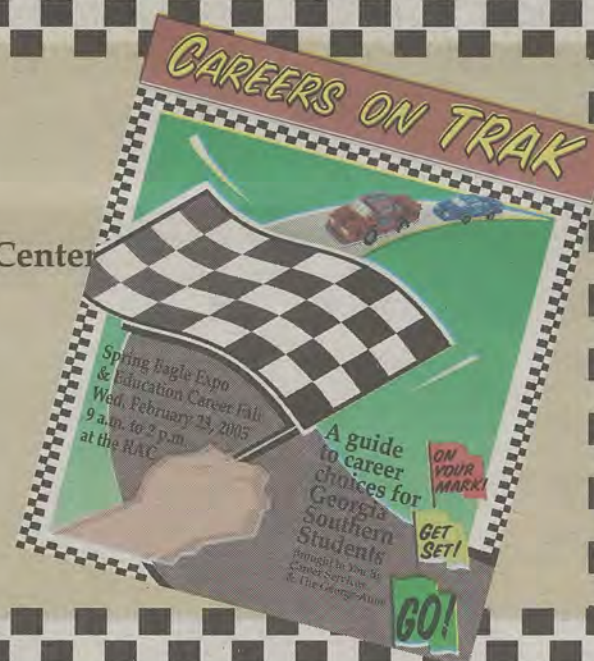
College of Business Administration,  
Room 3336C, 681-0516

### The George-Anne Ads

Georgia Southern University  
P.O. Box 8001  
Statesboro, GA 30460  
912-681-5418

[ads@georgiasouthern.edu](mailto:ads@georgiasouthern.edu)

GA



## 5 INNOVATIVE JOB SEEKING APPROACHES

These days, job-hunting can feel like an endless journey. Job listings in the newspaper and online seem like black holes that rarely yield any responses at all. Patiently waiting for the phone to ring or for new postings to turn up is a process that quickly loses its charm. Well guess what, adopting a more active approach to job seeking can give your search the second wind it needs.

Updating your job-searching repertoire greatly broadens the reach of your resume marketing campaign. Instead of passively looking for jobs from the comforts of home, you must boldly venture out into the professional community. Here are several of the most effective job-hunting approaches:

1. Attend Business Expositions, Trade Shows and Industry Conventions. This is possibly one of the most over-looked job seeking ideas out there, but often can be one of the most fruitful. Trade shows offer a plethora of contacts and provide you the opportunity to speak with literally hundreds of people from a specific industry. Conventions and trade shows are a great way to learn more about the industry and can introduce you to products and companies that you never knew existed. If you are in sales, attending any industry exposition is a MUST, as most of the exhibitors are from either the sales or marketing departments. These booths are often "manned" by the head of sales, which is ultimately the contact you NEED to meet. As the old saying goes, it usually is not what you know, but whom you know. Introduce yourself and spend time talking with people. Let them know you are in the job market, and you will be surprised how many ideas you will walk away with. Call around to local convention centers or the local chamber of commerce chapter to get a list of conventions and trade shows coming to your area. If you are really aggressive, perhaps even a trip to another city is in order.
2. Register with Trade or Industry Associations. If you are not already a member of an association within your industry, you should definitely consider joining. Not only will it keep you active in the industry, it also provides another great way keep up on the latest news. Many associations send periodic newsletters members, which might contain valuable information regarding companies that are hiring and/or employment opportunities. In addition, these associations often sponsor monthly meetings or lunches where you can network with your peers in the industry. Use these opportunities to get your own name out there and spread the word that you are in the job market.
3. Volunteer. If you are looking for a job in the non-profit sector, this is a great way to get your foot in the door, earn respect, and prove yourself. Offer your services to an organization you have an interest in working for, or at least one within your industry. You will benefit by gaining skills and experience relevant to that organization, which ultimately will make you a more qualified candidate.
4. Attend Chamber of Commerce functions. Find out when your local Chamber of Commerce holds their monthly meetings and mixers. This is another effective way of meeting those that are seemingly impossible to contact

during a more traditional search process. Don't be too particular with who you speak with, since a majority of the folks there will be representing local businesses. Feel free to inquire about how they got into the industry, as you might be directed towards the right people to speak with.

5. Use the phone. Identify a few dozen companies you are interested in working for and give them a call. Do your homework about the company first and understand their product and culture. Do not be afraid to pick up the phone and ask whom you can talk to about employment. Your best strategy is to find out who would be "your boss" if you worked there and contact him or her. When you get this individual on the phone, express your interest in obtaining employment with their organization and that you wish to send them a resume. To remind them later on of your conversation, be sure to mention in your cover letter that it was a pleasure speaking with them.

Taking a more proactive approach of seeking employment is much more effective than sitting at home and just blasting out resumes like everyone else. Get your name out there, meet those within the industry, and take charge of finding yourself a job.

*Reprinted with Permission from ResumeDoctor.com*

## 7 TIPS ON HOW TO HANDLE PHONE INTERVIEWS

Phone interviews are becoming more and more common in the job search process. They save the company and the candidate a lot of time. If you are in the job market, it is important to prepare yourself for a phone interview.

1. Schedule it for a quiet time. If you have the opportunity to schedule the time of the phone interview, be sure to schedule it when you know you will be able to give them your full attention. Make sure the kids are busy, the dog is outside, and it is the most convenient time for you. You do not want to have any distractions or any loud noises that may be distracting to you and/or your interviewer; this can be a huge turnoff. However, in many cases you might not have the opportunity to previously set up the time of the call, so read the tips below to be prepared for that unexpected call.
2. Have your resume next to the phone. Be sure it is the same copy you had sent out to the employer who is calling. Your interviewer will be looking at your resume throughout the interview, and you want to be sure you know exactly what he/she is talking about. It will help make the interview run smoothly if both parties are looking at the same guidelines of your history. You do not want to come off as being unsure of some of the details of your work history.
3. Prepare notes. Have prepared answers ready to some basic questions like, "why do you want to work for our company?" or "why should I hire you?" Take advantage of the fact that this is over the phone. Use your notes to help you say exactly what you want to say. It is a good idea to use easy-to-read bullet points so you are not reading it out loud. Pick out areas on your resume that you might want to elaborate on. Remember, so far your resume is the only tool your caller has to know who you are. Sell yourself more than your resume does.
4. Research the company. Make sure you know the company. Use the Internet or make some phone calls to find out more about their product or mission. You should jot down a few things in your notes that you can refer to in case questions that require company knowledge come up. You will be remembered more than another candidate if you show interest and knowledge

## BUZZWORDS

### KEY RESUME PHRASES AND WORDS

The following phrases and words may help with organizing your resume statements. They convey involvement and accomplishments and make your resume more readable and effective.

Interaction with...	Acted as liaison for/between...
Established...	Formulated...
Edited...	Handled...
Initiated...	Implemented...
Managed...	Assigned territory consisting of...
Maintained...	Promoted to/from...
Instrumental in...	Recipient of...
Remained as...	Innovation resulted in...
Honored as...	...amounting to a total savings of...
Recommendations accepted by...	Administered...
Adept at...	Analyzed/Assessed...
Assisted with...	Arranged...
Coordinated...	Counseled...
Delegated...	Conducted...
Directed...	Demonstrated...
Developed...	Advised...
Consulted...	Delivered...
Budgeted...	Drafted...
Evaluated...	Gathered...
Installed...	Improved...
Instructed...	Investigated...
Negotiated...	Organized...
Planned...	Performed...
Presented...	Recommended...
Proven track record in...	Experience involved/included...
More than [ ] years experience...	Expertise and demonstrated skills...
Successful in/at...	Experienced in all facets/phases...
Knowledge of/experienced as...	Extensive training/involvement...
Initially employed...	Specialize in...
Proficient/competent at...	Temporarily assigned to...
Sales quota accountability...	Reported directly to...
Served/Operated as...	In charge of...
Direct/Indirect control...	Familiar with...
Assigned to...	Contracted/Subcontracted...
Provided technical assistance...	Acted/Functioned as...
...on an ongoing/regular basis...	...to ensure maximum/optimum...
Worked closely with...	Resulted in...
Accomplished...	



about their company.

5. Have questions ready. Show your interest in the employer rather than focusing only on yourself. Have a few questions prepared in your notes that you might want to know about. Make the interview a bit more personal and more like a comfortable conversation; ask a question for them here and there.
6. Know your schedule. If your interviewer is interested in setting up an actual face-to-face interview, know what your availability is. The last thing you would want to do is succeed in a phone interview only to tell them to call you back because you are not sure when you can meet them. Chances are, you will not hear from them. Have a copy of your schedule next to the phone also.
7. Plan a closing. How many times have you thought of something you SHOULD HAVE said AFTER you left an interview? Do not let that happen again. Know that you have said everything you want to say before you get off the phone. Again, write down some notes as to any last things you might want to add or how you might want to close it.

Reprinted with Permission from ResumeDoctor.com

## COVER LETTERS

### COVER LETTERS/APPLICATION LETTERS

Never underestimate the power of correspondence in your job search. Your application cover letter, in particular, is an important marketing tool which highlights your most attractive qualifications as a potential employee and, if well written, will lead the employer to your resume. Because there is no single formula or model letter applicable for all occasions, this article describes and provides examples of seven types of letters you may use in your job search. It also offers tips on appropriate letter format and effective writing style.

#### Writing Style

Before writing your letter, analyze your reader by considering his/her requirements and needs. Plan your letter accordingly, placing the most important items first, supported by facts. By putting yourself in the reader's situation, you will better understand his/her needs. After this analysis you can write a letter demonstrating how your background, training, work experience, and abilities can meet those needs. Such an approach will help you persuade the reader that you are a good match for the position and that he/she should interview you. Remember that you are responsible for explicitly communicating your value to the employer. Do not expect employers who typically receive hundreds of letters for each job opening to wade through a great deal of text or a poorly written, mundane, or disorganized letter to figure out what you can do for them.

Experienced letter writers follow these basic principles:

1. Take the time to research each employer's organization and personalize each letter. Indicating that you know something about the company shows that you are careful and interested in the employer. This approach is much more effective than sending out hundreds of identical form letters.
2. Highlight one or two of your most significant accomplishments or abilities to show you are an above average candidate. Selecting only one or two special attributes helps your chances of being remembered. Be brief; demonstrate that you understand the value of the reader's time.
3. Use a polite, formal style that strikes a balance between confidence in yourself and respect for the employer. Be clear, objective, and persuasive rather than simply describing your background.
4. Be positive in tone, content, and expectations. Do not add details about yourself, your past experience, or your preparation that may call attention to your weaknesses or raise questions about your confidence or ability to do the job.
5. Use active voice and powerful action verbs in your writing to hold the reader's interest and convey a sense of energy.
6. Group similar items together in a paragraph; then organize paragraphs so that they relate to each other logically. Avoid writing that lumps together unrelated information without a strong topic sentence to

tie the information together. Remember it is your responsibility to organize the information for the reader.

7. Always back up general statements with specific facts or examples. Documentation creates credibility and reduces uncertainty and abstraction for the reader.
8. Avoid jargon and clichés. It is tempting to use ready-made phrases such as "self-starter," "proven leadership skills," "excellent interpersonal skills," etc., but using today's buzz words can suggest parroted formulas rather than original thought.
9. Check the spelling and grammar in all correspondence. If you are not confident of your ability to detect grammatical, punctuation, or English usage errors or if you need help in organizing your letters, bring your correspondence to a professional for assistance.
10. Never misrepresent yourself by overstating your experience or skills. Even if you do not have every qualification sought by the employer, stick to the facts and tell the truth by emphasizing your strengths.

### BUSINESS LETTER FORMAT

Your cover letter should be prepared on a computer with a letter-quality printer. Letters should be printed on high quality bond paper and mailed in envelopes that match the stationery. Use conservative colors such as white, ivory, or light grey. For information on the parts of a business letter, its organization or format (e.g., block, semi-block, or indented style), consult a reference guide such as Business Letters for Busy People.

### TYPES OF LETTERS

You will probably use seven types of letters in your search: application, prospecting, networking, thank you, acceptance, withdrawal, and rejection. Experienced candidates may wish to use a variant of the application letter called the resume letter. Each has its own purpose and use. Descriptions follow.

#### 1. APPLICATION LETTER

The purpose of this letter is to get the employer to read your resume and invite you for an interview. Use this type of letter to respond to job advertisements and vacancy announcements. Your approach here is to show that your qualifications fit the employer's requirements for the position. Analyze the position description carefully and pick out key phrases. Try to match your letter point by point to the requirements by emphasizing key parts of your resume.

#### 2. RESUME LETTER

Experienced candidates with several years of substantial work experience and/or unique educational credentials, may want to develop a resume letter. Resume letters are standard letters of application which highlight key qualifications to potential employers. The format includes pertinent professional information captured in short phrases. The purpose of a resume letter is to trigger employer interest in a unique background by showing the applicability of work or academic experience to the employer's situation.

#### 3. PROSPECTING LETTER

The purposes of this letter are to search for possible vacancies in your field, to promote your resume, and to generate interviews. Prospecting letters are used for long distance searches and to uncover the hidden job market of positions that are not advertised. Begin by targeting specific companies and then identifying the appropriate person to contact. Organize this letter in a similar fashion to the application letter but focus instead on the company's needs, direction, problems, products, or trends to describe how your qualifications match their requirements.

#### 4. NETWORKING LETTER

This letter is written to generate informational interviews- not job interviews. You may have a variety of purposes in seeking an informational interview-need for career advice, information about industry or company hiring trends, advice about appropriate job search strategies etc. Your letter must express your sincere interest in

## ADDITIONAL RESUME CATEGORIES

To add relevant information to your resume that focuses on special knowledge or skills, consider the following resume headings:

PROFESSIONAL AFFILIATIONS  
INTERNSHIP EXPERIENCE  
ACCOMPLISHMENTS  
EDUCATIONAL HIGHLIGHTS  
TRAVEL  
SCHOLARSHIPS  
INTERESTS  
QUALIFICATIONS SUMMARY  
PUBLICATIONS  
TRAINING

TECHNICAL SKILLS  
ASSETS  
COOPERATIVE EDUCATION  
HONORS  
LEADERSHIP ACTIVITIES  
LANGUAGES  
SKILLS  
PRESENTATIONS  
REFERENCES  
VOLUNTEER ACTIVITIES

Reprinted with permission from MonsterTRAK.com

meeting with a specific individual and briefly describe who you are and the intended purpose of your visit. Usually a resume is not attached to a networking letter; however, it can be brought to the interview itself to help the interviewer understand your background and respond to your questions.

#### 5. THANK YOU LETTER

Thank you letters are used to express appreciation and strengthen your candidacy. They should be sent to everyone that helps you in any way. When sent after an employment interview, they should be mailed within 24 hours to each person that interviewed you. Be sure to reaffirm your interest in the position and to cite additional qualifications you may not have cited during the interview. You may also wish to clarify information that may not have been positively conveyed. Don't forget to send letters to people who granted you informational interviews or provided references.

#### 6. ACCEPTANCE LETTER

Use this letter to accept a job offer. Your letter should confirm the terms of your employment (salary, starting date, hours, benefits etc.). Usually employers will telephone first and discuss the terms of employment. Accepting the offer constitutes a moral (not legal) contract between you and the employer.

#### 7. REJECTION LETTER

Occasionally candidates may have to decline an offer when it does not mesh with short or long-term career goals. This letter should be written carefully. Indicate that this was a difficult decision to make and that you have given it serious consideration. Be sure to thank the employer for his/her time, consideration, and the offer. It is not necessary to indicate which offer of employment you decided to take or where you will be working, but you may do so if you wish.

Reprinted with permission from MonsterTRAK.com

## HOW TO CONDUCT AN EFFECTIVE JOB SEARCH

How prepared are you for planning and conducting an effective job search? Successful job seekers must have both good information and well-developed job hunting skills. Three important factors for a successful job search are an awareness of your goals and skills, an understanding of the labor market, and a well planned job search campaign.

Experts recommend that you begin an active job search six to nine months in advance of your target employment date. You can begin the process by visiting the Career Center early (for students, nine months to a year before graduation).

The following six steps are used to conduct an effective job search.

Step 1. BEGIN WITH SELF-ASSESSMENT

The job search process begins with an identification of your values, interests, skills, accomplishments, experience, and goals. How can you seek a position if you don't know what you want from a job and what you have to offer prospective employers? Self-assessment, though a time-consuming process, provides invaluable information to facilitate career decisions and to prepare you to market your background effectively.

### VALUES

An awareness of what you value (qualities that are important and desirable) in a career will aid you in exploring career goals and attaining greater satisfaction in your work. Review the following list of values and check those most important to you. Then rank your top five values in order of priority.

- Job security
- Working as part of a team
- Working independently with little supervision
- Making a contribution
- Professional status
- Mental challenge
- Pleasant surroundings
- Challenging, stimulating co-workers
- Different tasks to accomplish daily
- Financial rewards
- Creating something
- Ability to advance

Adapted from *Training For Life*, by Fred Hecklinger & Bernadette Curtin, T 1994. Reprinted with permission from Kendall/Hunt Publishing Company.

### INTERESTS

Interests (areas that arouse your attention or enthusiasm) are closely related to values and frequently trigger skill development. You can identify interests by looking at enduring themes in your life-activities that persist over time, consistent choices, recurring dreams, or the way you spend your time. Try keeping a time-log or examining your most enjoyable times in-depth. If after doing so, you are still not clear about your interests or cannot rank them, consider meeting with a Career Center consultant or use the vocational guidance and testing services of the University Counseling Center.

### SKILLS

A skill refers to something you do well, including handling problems or tasks. The key to your successful job search is recognizing these



skills and communicating their usefulness verbally and in writing to a prospective employer. Use accomplishment statements to do so. They should:

- Describe your skills in concise, unambiguous terms.
- Refer to actual experiences to demonstrate your skill level.
- Connect your skills concisely to the needs of a prospective employer.

Some of the most marketable skills are those which are useful in a wide variety of work environments. These are known as transferable skills. For example, the ability to write effectively, communicate verbally, and use word processing or database software are valued skills in the private as well as public sectors.

## STEP 2. RESEARCH AND EXPLORE CAREER OPTIONS

The next step in the job search process is to explore the "matches" between your identified skills, interests, and values and the demands of career fields and organizations. Resource materials on occupations and employers (available in the Resource Room) and informational interviews are two excellent tools for this search.

Perhaps the best way to explore career options is to try out intended jobs through internships, cooperative education positions, part-time or summer jobs, or volunteer opportunities. To better understand how to pursue these methods of gaining exposure to jobs, read the sections on these topics.

## STEP 3. CHOOSE A CAREER FIELD, THEN TARGET EMPLOYERS

After thoroughly researching possible careers/jobs, several field options will emerge as most realistic and attractive. These options should become your career or job search goals. It is probable that no single career will have the potential to utilize all your skills, allow you to develop all your interests, and incorporate a value system completely compatible with yours. Therefore, try to target a career field that will satisfy some of your high-priority needs. Other needs of less importance can perhaps be satisfied in your leisure time activities.

At this point, it is useful to get realistic feedback from experts in the field or career consultants to determine if your assessment is realistic. A meeting or two with a Career Center consultant is strongly encouraged to discuss your analysis and decisions. During this or any other part of your job search, expect to use the resources of the Career Center frequently.

Good research on employers will not only give you the competitive edge, but also help you decide which employers you want to reach and which strategies you will use to contact them.

## STEP 4. PREPARE JOB SEARCH MATERIALS AND DEVELOP JOB SEARCH SKILLS

Once your job goals have been targeted, resumes and application letters can be tailored to reflect your qualifications as they relate to the interests of prospective employers.

While most job applicants are well aware of the need for well prepared resumes and cover letters, many do not realize the need to spend an equal amount of time mastering job search skills necessary to be effective in today's market. Learning which job search strategies are productive, how to interview effectively, how to market yourself well, and how to handle salary issues once an offer is made may be the subjects of regularly scheduled workshops offered by your Career Center. See your Career Center for more information.

## STEP 5. PLAN AND CONDUCT JOB SEARCH CAMPAIGN

Next, establish a target date for getting a job and decide how much time you can devote to your search. Some individuals believe they cannot afford to take time from their studies or a demanding job. Others procrastinate. Whatever the reasons, the results are the same—your search will languish and you may miss out on industry hiring cycles and job opportunities. So get organized early by setting aside a certain amount of time each week to work on your search. Use a calendar and weekly planner and work backward from your target date.

The greater number of contacts and interviews a job seeker has, the greater the number of job offers. Therefore, it makes sense to use multiple strategies.

### A. PURSUE ADVERTISED VACANCIES

The most commonly used job search technique is to respond to advertised vacancies, both in print and electronically.

Sources of vacancies include:

- MonsterTRAK/Career Center Job Listings
- Campus interviews.
- Newsletters from trade or professional associations.
- Newspaper classified ads (most major cities are on-line).
- Employment services and agencies run by government and for-profit businesses
- Personnel department postings and phone lines.

Unfortunately, the most popular method for locating positions, responding to advertised vacancies, is not the most effective. According to an article in the Harvard Business Review, nearly 80% of the openings available at any one time are never advertised. Job-seekers should respond to employment ads, but the main thrust of your efforts should be toward establishing networks and identifying the hidden job market.

To increase the odds of your success in responding to advertised vacancies, by telephone or letter, keep these tips in mind:

- Do not waste time responding to long shots.
- Use your cover letter to answer every requirement in the advertisement.
- Personalize your response as much as possible. Direct your materials to specific individuals, not "To Whom It May Concern," or "Dear Sir/Madam," unless the advertisements are blind newspaper ads (name of organization withheld). A quick phone call can provide appropriate names. In a blind ad, address your letter to a specific position title, (e.g., "Dear 'Marketing Manager'").
- Try to contact or write to the manager who will make the final hiring decision as well as the personnel representative named in the advertisements. For more information, see the section on Cover Letters and Related Job Search Correspondence.

### B. DEVELOP A CONTACT NETWORK

Once you have targeted a career or specific position, you should acquaint yourself with professionals in that field or organization. These professionals offer you an insider's view and can constitute your contact network, which can open doors that might otherwise remain closed. Your network can also consist of family members, friends, classmates, professors, and electronic discussion groups.

### C. CONTACT EMPLOYERS DIRECTLY

There are several methods and combinations of methods that can be utilized to contact employers directly.

- Send a letter of application and your resume to the Human Resources department or specific managers. This direct contact method is most successful for candidates in high-demand fields (e.g., engineering and computer science). The success of this method is greatly increased when letters are followed up by phone calls, which may result in an invitation to visit the employer.
- Contact managers in organizations by phone or letter to request an appointment to discuss the information you have obtained by reading annual reports, trade literature, etc. For example: "I understand XYZ is planning to expand its foreign market. I am completing an international business degree and am very interested in this expansion. It seems a very progressive move. May I have 20 minutes of your time to discuss it?"

Indicate your desire to meet with them even if they have no positions currently available in their department. Some job seekers find it useful to state that they will be looking for jobs in the near future, but are now just gathering information about organizations. Do not expect to be interviewed for a job at this juncture (Review Explore Careers Through Informational Interviewing.).

- During your appointments with department managers, emphasize your knowledge and interest in their organizations.
- Always follow up all interviews with thank-you letters, phone calls, and, when appropriate, resumes that have been revised based on information and suggestions provided by managers.
- Even if managers have no positions available, once they have had a personal interaction with you, they may think of you the next time they have, or hear of, an appropriate opening. It is critical to stay in touch with these managers, at least on a bi-monthly basis.
- Many job seekers have used informational interviewing to create new positions by identifying organizational needs (through the interview, research, etc.) and proposing these needs be filled with their own skills.

### D. FOLLOW-UP AND RECORD KEEPING

No matter what job search strategies you choose, follow-up and record keeping are important for success. Maintain a careful record of all interviews, thank-you notes sent, referrals made and follow-up actions. Job seekers who fail to maintain this information often lose valuable contacts as well as credibility with prospective employers. There are models for keeping such records in the various job search manuals in the Resource Room.

### E. BE PERSISTENT

Job searching is hard work and there are times when you will get discouraged. But if you keep up with it, you can avoid feeling anxious and will actually have more energy. If your search is not producing the results that you would like, avoid blaming yourself and try a new strategy. Do not be reluctant to submit your credentials on more than one occasion to an organization for which you would like to work. This attitude demonstrates your enthusiasm and interest.

### STEP 6. OBTAIN OFFER AND CONTINUE TO DEVELOP YOUR CAREER ACTION PLAN

Congratulations! Your job search campaign has been successful. You have been offered a position you wish to accept. Send a note to all the people who helped you relaying the good news.

*Reprinted with permission from MonsterTRAK.com*

## HOW TO EXPLORE CAREERS THROUGH INFORMATIONAL INTERVIEWING

During the course of a given day, you have many opportunities to learn from people about their careers or jobs. You will find most people more than willing to talk about the subject at hand—themselves. The process of talking to people who have jobs that interest you is called informational interviewing. The following guidelines will help you with an informational interview.

### KNOW WHAT YOU WANT TO ACCOMPLISH

The primary objectives of informational interviewing are to:

- Investigate a specific career field.
- Assist in narrowing options.
- Obtain advice on where you might fit in.
- Learn the jargon and important issues in the field.
- Broaden your network of contacts for future reference.
- Create a strategy for entering your field of interest.

### CONDUCTING THE INFORMATIONAL INTERVIEW

Before the interview:

- Learn as much as you can about the organization.
- Write down the questions that you wish to ask.
- If possible, learn something about the person with whom you will be interviewing.
- Dress professionally.
- Bring copies of your resume. (Distribute only upon request.)
- Arrive 10-15 minutes before your appointment.

### DURING THE INTERVIEW:

- Restate your purpose and why you are talking with this particular person.
- Be prepared to initiate the conversation, since you are the interviewer.
- Adhere to the original time request of 20-30 minutes.
- Ask for referrals to other appropriate individuals in the field or in related organizations.
- Keep in mind that this is an information-gathering and advice-seeking interview, not an employment interview.
- Let the individual you are interviewing bring up the discussion of specific job vacancies.

### AFTER THE INTERVIEW:

- Send a thank-you note and keep the individual you have interviewed posted on your progress.
- Keep the door open for future contacts with this person.
- Evaluate your style of interviewing. What could you have done better? Use what you have learned when you conduct your next interview.
- Evaluate the information you received. How does it relate to your plans?

### WHAT TO ASK

Make a list of questions you would like answered about a career field or organization. Your questions will yield the most information if you use open-ended questions to engage your contact in conversation. Listed below are sample questions to help you prepare for your interview.



*Eagle Expo offers many potential career contacts*



## QUESTIONS ABOUT THE CAREER FIELD:

- Types of positions most often found in the career field.
- General skills needed to perform responsibilities (e.g., organizing, supervising, writing).
- Specific skills needed to do the job (e.g., academic, experiential).
- Recommendations for training or education required to perform this kind of work.
- Negative aspects of field, for example, "What would you change if you could?" or "If you had it to do over again, how would you have done it differently?"
- Typical entry-level position in the field.
- The outlook for entry-level professionals.
- Alternative methods to gain entrance to the field (e.g., part-time, mid-career change, volunteer work or other kinds of training).
- The future of this field in terms of new and expanding opportunities.
- Other information that may be helpful (e.g., critique of resume, job-seeking tactics, names of other professionals in the field).

## QUESTIONS ABOUT THE ORGANIZATION:

- Short- and long-term goals of the organization such as growth, new products or services, and expansion of facilities.
- Philosophy of the organization and types of training programs available.
- Descriptions of the various positions they have held between entry-level and present job.
- Description of the individual's present job (as defined in the job description as well as what is done beyond the job description).
- Description of typical career path from entry-level to top management.

Informational interviewing is an effective tool in your approach to career planning. It can be one of your most valued strategies in gathering information and establishing contacts as you begin or continue to build plans for the future. Like all other components of career planning, informational interviewing requires planning and focus on your part. Make the interview a benefit for you and your career.

*Reprinted with permission from MonsterTRAK.com*

## INTERNSHIPS

Each year, students obtain interesting, substantive, and career-related summer jobs and internships. The keys to their success: preparation and an early start in the summer job search process. Your search for an internship or summer job should be conducted in the same manner.

- **Determine Your Priorities.** Do you want career-related experience? The opportunity to travel? Funds to support tuition fees?
- **Identify Prospective Employers.** Organizational directories, the Yellow Pages, and local newspapers can be used to pinpoint organizations of interest, including traditional summer employers: hotels, camps, convention centers, government agencies, etc. The Career Center also maintains both electronic and paper listings for internships and summer jobs.
- **Develop a Resume to Emphasize Your Skills.** A resume can effectively present your background and distinguish you from other job seekers.
- **Start Contacting Employers Early.** If you seek a career-related position, it is appropriate to contact the manager of an organization in your area of interest, as well as the Human Resources department, as early as three or four months in advance. Call or write to request information regarding internship and summer job opportunities.
- **Complete Application and Be Prepared for Interviews.** If you are seeking a general, non-career-related position, you may be asked to complete and return a formal application. Be sure to complete these forms neatly and thoroughly, typing them when possible. If there are currently no positions available, request referrals to other employers in the field. Should you be granted an interview, be prepared to answer questions about your background.
- **Follow-up All Interviews.** Always send a thank-you letter to the interviewer expressing your appreciation. If you were not granted an interview, follow up your application with a phone call, a letter, or even a visit. Your interest and enthusiasm will distinguish you from other job seekers.

## FINDING AN INTERNSHIP OR SUMMER JOB THAT'S RIGHT FOR YOU

In a competitive job market, a career-related summer job or internship can make the difference in obtaining a full-time position. More

employers are using work experiences as screening devices to assess the skills and abilities of prospective employees. Skills learned on the job supplement the skills learned in the classroom. A career-related summer job or internship is likely to give you a competitive edge when you seek your first job.

Summer jobs and internships provide you with opportunities to:

- Gain valuable work experience before graduating.
- Develop skills.
- Evaluate personal likes and dislikes that will enable you to make sound career decisions.
- Develop professional contacts.
- Gain confidence in your abilities.
- Build a stronger resume, which will help you later in obtaining full-time employment.

Clarify the following before accepting an offer:

- What is the name of the individual to whom you will be responsible while you are involved in the experience?
- What are the working hours and how flexible will your schedule be with regard to your specific responsibilities?
- Will you be paid and/or receive academic credit? Keep in mind that some students choose volunteer experiences.
- What kinds of day-to-day assignments can you expect to receive from your supervisor and others?
- Are there any special requirements in connection with the work, such as medical examinations, overtime work, or personal expenses?
- Where will you be working throughout your experience?
- Will travel be necessary as part of your responsibilities?

*Reprinted with permission from MonsterTRAK.com*

## NETWORKING OPPORTUNITIES

### HOW TO DEVELOP OPPORTUNITIES THROUGH NETWORKING FINDING THE HIDDEN JOB MARKET

Experience has shown that informal networking is a very rich source of job leads and information about unpublished job opportunities. Successful networking requires that you have as many contacts as possible hear your story, so they realize you are in the job market.

### Sources of Possible Contacts

To begin developing your network, secure names of specific individuals. These names can be obtained through several means:

- Professors, friends, relatives, and former employers- or any professionals these people recommend.
- Members of professional associations.
- People in the information business - resource center directors or librarians.
- Human Resource directors, public relations officials or public information specialists.
- Community service agencies or area chambers of commerce.
- Alumni contacts-can be accessed through an appointment with a career consultant.

Once you have identified people with whom you wish to speak, you can now plan to interview them. This is a powerful tool known as informational interviewing. Your objective during an informational interview is to gather career information from professionals in your field(s) of interest.

## HOW TO CONTACT PEOPLE IN YOUR NETWORK

### A. BY PHONE

When calling to schedule an appointment, three points should be covered:

1. Offer a personal introduction.
2. Identify your purpose for seeking an appointment.
3. Arrange a mutually convenient time.

### TIPS:

- Write an outline or script of what you are going to say on the phone. This will decrease your anxiety and ensure that you will obtain all the necessary information. Additionally, you will be perceived as organized and professional.
- If you are having problems getting "past the secretary," call before 9:00 a.m. or after 6:00 p.m. Chances are, the individual you are trying to reach may be answering

his/her own telephone.

- If you are calling as the result of a referral, state that person's name early in the conversation.
- Indicate you need only 20 to 30 minutes of the person's time. (Make sure you adhere to this timetable.)
- Express the need for a personal interview as opposed to a telephone conversation.

### B. BY LETTER

As with phoning for an interview, a letter requesting an appointment should include:

1. Personal introduction.
2. Purpose for seeking appointment.

### TIPS:

- Type all letters in business format and double check for good grammar and spelling.
- Always indicate in the concluding paragraph that you will be calling on a specific date (usually one week after you mail the letter) to arrange for a convenient appointment time. (Make sure you adhere to this timetable.)
- Maintain an organized file of all letters.

## TIPS FOR THE EXPERIENCED PROFESSIONAL

- Expand your basic network to include individuals you have known and interacted with over the past five, ten, or twenty years.
- Make a list of at least 100 people who might be helpful to you in your job search.
- Include on your list friends and relatives, past and present neighbors, former classmates, past and present colleagues, previous employers, members of professional associations, and social acquaintances.
- Since people in your network also have networks, try to link your network with theirs.
- Continue to create new contacts for your network by trying the "cold turkey" approach (i.e., the phone book).

*Reprinted with permission from MonsterTRAK.com*

## RESUME CHECKLIST

The following checklist has been designed to assist you in writing your resume. This checklist reflects the expertise of the Career Center staff developed through critiquing thousands of resumes, discussing selection criteria with numerous employers, and gathering input from a wide range of career professionals.

### APPEARANCE

- is inviting and easy to read; not too much information
- uses appropriate font styles and font sizes (10-14 pts.)
- incorporates enough white space between sections to facilitate skimming
- centers text; adequate margins
- creates visual impact using bullets, boldface, underlining, italics, and font sizes to emphasize key words (for scannable resumes, use boldface only)
- printed on high quality (16-25 lb.) bond paper
- print is letter quality

### ORGANIZATION AND FORMAT

- appropriate format includes keyword phrases of profession
- presents strongest qualifications first
- appropriate length: 1 page for every 6-10 years of work experience

### WRITING STYLE

- begins sentences or phrases with powerful action verbs
- short paragraphs mostly under five lines; short sentences
- brief, succinct language; no unnecessary words
- absolutely free from grammatical, spelling, punctuation, usage, and typographical errors

### CONTENT

#### Contact Information

- address, current and permanent (if necessary)
- telephone number(s) where you can be reached 9-5

**Objective** (Optional for chronological resume. Required for functional resume.)

- briefly indicates the sort of position, title, and possible area of specialization sought
- for management or supervisory positions, indicates level of responsibility sought
- language is specific, employer centered not self-centered; avoids broad or vague statements

**Summary of Skills, Accomplishments, or Expertise**

- identifies 3-6 key achievements that support the objective
- summarizes relevant work experience and accomplishments that support the objective

#### Education and Training

- Highest level of attainment is listed first; work from most current degree backward

- degree in progress or most recently completed degree; include type of degree, name of university, location of university, date of graduation or anticipated date
- list of other degrees, relevant higher education coursework, continuing professional education or training courses, and study abroad
- major, minor, or areas of concentration
- omit high school if you have completed more than two years of college unless referencing impressive honors or relevant extracurricular activities
- relevant courses, papers, projects; include paper or project titles
- GPA, honors, awards, scholarships
- percentage of educational expenses earned

### Employment Experience

Include all paid, volunteer, intern, or cooperative education experiences that are relevant to your objective. Start with most recent experience if using chronological format.

- title held, organization name, city, state, or country location (if not U.S.A.)
- dates position held; if several positions for one employer, list employer once
- responsibilities listed in order of each item's relative value to the future employer; indicate transferable skills and adaptive abilities used on the job
- accomplishments on your job; what problems did you face? What solutions did you find?
- contributions to the organization, i.e., ways your work helped increase profit, membership publicity, funding, motivation, efficiency, productivity, quality; saved time or money; improved programs, management, communication, information flow etc.
- quantitative or qualitative indicators that describe the results of your contributions or accomplishments, i.e., "increased sales by \$50,000"; "reduced staff turnover by 25%"; "significantly improved staff ability to access data"
- learning that took place on the job that is relevant to your job objective (optional)
- describe accomplishments in jargon of the field

### Skills

- computer skills: software applications, languages, hardware, operating systems
- language skills: specific level of fluency and ability to read and write as "basic," "intermediate," or "advanced"
- other

### Extracurricular Activities, Community Service, Professional Associations

- list of significant positions of responsibility; include title, name of organization or team, dates
- leadership roles, achievements, and transferable skills that are relevant
- include hobbies and personal interests only if they are relevant

### MARKETING FOCUS

- demonstrates ability or potential to do the job; supports your objective
- speaks to the employer's needs and requirements (employer-centered not self-centered)
- indicates knowledge of the field, typical issues or problems, solutions
- omits racial, religious, or political affiliations unless a bona fide occupational qualification
- contains only personal data relevant to your objective; omits age, sex, marital status, national origin, health, names of references

*Reprinted with permission from MonsterTRAK.com*

## SALARY PACKAGES EFFECTIVELY NEGOTIATING SALARY PACKAGES

Part of the job search process can include salary negotiation. With a basic knowledge of negotiation, your anxiety will be reduced and your success rate for negotiating will increase. There are several ways to make the process of salary negotiating effective. Start by taking a good look at your own salary requirements as well as developing an understanding of what your skills are worth in the current employment market.

- Research salary ranges before you begin the interviewing process. Contact the professional association which represents your career field for salary information. Look at your monthly cash requirements. Keep in mind that your paycheck after taxes is a proximately 28% less than your gross monthly salary. Factor fringe benefits into your calculations. Include savings and contingencies in your budget planning. (You do not need to tell anyone your salary requirement: it only provides you a foundation on which to make decisions.)
- Enter the salary negotiation portion of your interview with a firm understanding of your skills and what



they are worth to different segments of the economy and in a variety of industry settings. Salary range information is available from several sources, including the Career Center's Resource Room, the state labor office, professional journals, and the U.S. Bureau of Labor Statistics. (See the bottom of this page for more information.)

- The first inquiry about salary may come in the form of an application. When completing application forms, be sure to use "open," "negotiable" or "competitive." Avoid stating a specific figure.
- Factor the organization's entire compensation package (i.e., tuition benefits, investment options, health plan, and any perks) along with salary into your negotiation discussion. Compute the dollar worth of these benefits and add this figure to the salary for a more realistic picture of how the organization compensates. If it is important to you, you may decide to negotiate benefits rather than an actual dollar increase.
- When an interviewer asks for salary history or salary range, he/she is interested in establishing a starting point for negotiation. The important thing is to avoid basing your desired salary on your current salary. Do not lie about your past salary—reference checks can easily provide this information. Provide information about why your salary may have been lower, if appropriate.
- When stating a salary range, it is acceptable to extend the range to approximately \$5,000. This shows that you are within the employer's price range but interested in somewhat more compensation.
- Determine opportunities for promotion. Job progression is an important factor in making salary decisions. Ask how promotions and salary reviews are handled.

By taking a good look at your own salary needs, understanding the current market, and approaching salary as something that you and the employer will agree on as mutually beneficial, your chances of successfully negotiating a salary are greatly enhanced.

#### SOURCES OF SALARY RANGE DATA

- National Association of College Employers: Salary Survey
- American Almanac of Jobs and Salaries
- Trade and professional association surveys
- Career Center's Full-time Job Listings
- Executive search and consulting firms' job vacancy announcements
- Professionals in related career fields

*Reprinted with permission from MonsterTRAK.com*

## SCANNABLE RESUMES

Human resource professionals in small, medium, and large organizations are investing in new state-of-the-art computer systems to increase efficiency in storing and accessing resume information. By using artificial intelligence capabilities, resumes are optically scanned into the computer system as an image. The computer then "reads" the resume and creates a database of the applicant's relevant skills, degrees and achievements in the form of key words. Employers then access a candidate's resume by searching for key words.

To maximize potential employment opportunities, it is important to be prepared to submit an effective "scannable resume". Develop your resume by using the following guidelines for format and content.

- Keep it simple.
- Standard serif and sans serif fonts work best. Avoid ornate fonts and fonts where the characters touch. Font size is also important. Use sizes between 10 points and 14 points type size.
- Italics and underlining cause problems for the scanner, especially if combined. Use boldface for emphasis or ALL CAPITAL LETTERS.
- Vertical or horizontal lines should be used sparingly. When used, leave at least a quarter of an inch of space around the line.
- Avoid graphics... and shading or shadowing.
- Do not compress or expand the space between letters or lines.
- Do not double space within sections.
- The resume you submit should be an original. It should be printed with a laser printer on white or light-colored 8 1/2 x 11 inch paper. Print on one side only.
- Resumes which have been folded, stapled or otherwise mutilated will not scan well.
- It is imperative that you describe your skills and accomplishments in key word phrases.

- Use the language of your profession.

Nouns are more distinguishable to a computer than action verbs. Label yourself with phrases that describe activities or experiences. For example: Use "managed training and development" vs. "trained and developed" or use, "Assisted with salary survey" vs. "surveyed salaries of..." You may also want to consider a summary of accomplishments that focus on results not duties and responsibilities. Remember to keep the resume basic in format, style, and language.

*Reprinted with permission from MonsterTRAK.com*

## SUCCESSFUL INTERVIEWING

### HOW TO INTERVIEW EFFECTIVELY

The job interview is a strategic conversation with a purpose. Your goal is to persuade the employer that you have the skills, background, and ability to do the job and that you can comfortably fit into his/her organization. At the same interview, you should also be gathering information about the job, future career opportunities and the organization to determine if the position and work environment are right for you.

You can strongly influence the interview outcome if you realize that an interview is not an objective process in which the employer offers the job to the best candidate based on merit alone. But rather, an interview is a highly subjective encounter in which the interviewer offers the job to the qualified person whom he/she likes best. Personality, confidence, enthusiasm, a positive outlook and excellent interpersonal and communication skills count heavily.

One key to success is to use every means at your disposal to develop effective interviewing skills: selective presentation of your background, thoughtful answers to interview questions, well researched questions about the organization, and an effective strategy to market yourself. There is no magic to interviewing: it is a skill that can be learned and improved upon with practice. The Career Center offers the regularly scheduled workshop, Effective Interviewing, and individual videotaped mock interviews for skill practice which can be scheduled with career consultants by appointment. The Resource Room also has excellent books and videotapes on interviewing.

A second key to success is careful research about the job and the organization, agency, or company with whom you are having the interview. You can request printed materials such as annual reports from the employer in advance or use library resources. You should also talk with your contacts in the organization or use your personal network to discover the names of current employees you might call prior to the interview. Knowing about the job will help you prepare a list of your qualifications so that you can show, point by point, why you are the best candidate. Knowing about the employer will help you prepare an interview strategy and appropriate questions and points to emphasize. To further assist you, the Career Center offers workshops on techniques for researching organizations.

### THE INTERVIEW STRUCTURE

Before receiving a job offer, you will typically have a series of interviews with an employer. The first interview is a screening interview that could be conducted over the phone or at the place of employment. On-campus interviews are also considered screening interviews. Screening interviews are rather brief, usually lasting 30-60

minutes. During that time, the employer will want you to elaborate on experiences outlined in your resume or application, and will describe the organization and available position. If the employer is impressed with your performance in this interview, you will be invited to a second (and perhaps third or fourth) interview.

The second interview process is longer, lasting anywhere from two hours to a whole day. It could include testing, lunch or dinner, a facility tour, as well as a series of interviews with various employees. You should come away from the second interview with a thorough understanding of the work environment and job responsibilities and have enough information to decide on a job offer should one be extended.

### THE "WARM-UP"

Each interview follows a rather predictable communication pattern of "warm-up," "information exchange," and "wrap-up" conversations. During the first few minutes of the interview (the "warm-up"), an employer will be formulating a first, and perhaps lasting, impression of you. How you greet the employer, the firmness of your handshake, the way you are groomed and dressed, will all be a part of this initial impression. To help you feel at ease, a practiced interviewer might ask "common-ground" questions about shared interests or acquaintances, or your travel to the interview. Some interviewers might start by saying, "Tell me about yourself," an opening for you to concisely describe your background, skills, and interest in the position.

### THE "INFORMATION EXCHANGE"

The information exchange will be the primary part of the interview. It is when you will be asked the most questions and learns the most about the employer. In screening interviews, many employers will spend more time describing their opportunities than asking you specific questions. The reverse will be true in second interviews. Interview questions may range from "Why did you choose to pursue a degree in ...?" and "Describe the job you had last summer" to "What are your strengths/weaknesses?" and "What are your long-range career goals?" If you are prepared for the interview, you will be able to promote your qualifications effectively as you respond to questions. With practice, you will gain confidence and become more polished in your presentation.

### THE "WRAP-UP"

Eventually the employer will probably say, "Do you have any questions?" This is the cue that the interview is moving to the "wrap-up" stage. Always ask questions because this demonstrates your prior research and interest in the job. Your questions might be direct, logistical questions such as, "When can I expect to hear from you?" (if that has not been discussed); a question to clarify information the employer has presented; a question regarding the employer's use of new technology or practices related to the career field; or a question to assess the culture and direction of the organization such as "Where is this organization headed in the next five years?" or "Why do you like working for this organization?" Do not ask specific questions about salary or benefits unless the employer broaches the subject first. The employer may also ask you if you have anything else you would like to add or say. Again, it's best to have a response. You can use this opportunity to thank the employer for the interview, summarize your qualifications and reiterate your interest in the position. If you want to add information or emphasize a point made earlier, you can do that, too. This last impression is almost as im-

portant as the first impression and will add to the substance discussed during the information exchange.

## COMMUNICATING EFFECTIVELY

Because a job interview is a communication process, your skills will become more polished over time. It is helpful to remember the following:

- Speak clearly and enthusiastically about your experiences and skills. Be professional, but don't be afraid to let your personality shine through. Be yourself.
- Listen carefully. You will want to remember what you learn about the job, and you will certainly want to answer the question that was asked.
- Be positive. Employers do not want to hear a litany of excuses or bad feelings about a negative experience. If you are asked about a low grade, a sudden job change, or a weakness in your background, don't be defensive. Focus instead on the facts (briefly) and what you learned from the experience.
- Pay attention to your nonverbal behavior. Look the interviewer in the eye, sit up straight with both feet on the floor, control nervous habits (cracking knuckles, drumming fingers, etc.), and smile as you are greeted.
- Don't be afraid of short pauses. You may need a few seconds to formulate an answer. The interviewer may need time to formulate an appropriate question. It is not necessary to fill up every second with conversation.

## INTERVIEW TIPS

- Be prepared to market your skills and experiences as they relate to the job described. Work at positioning yourself in the mind of the employer as a person with a particular set of skills and attributes. Employers have problems that need to be solved by employees with particular skills; work to describe your qualifications appropriately.
- Plan to arrive for your interview 10-15 minutes prior to the appointed time. Arriving too early confuses the employer and creates an awkward situation. By the same token, arriving late creates a bad first impression. Ask for directions when making arrangements for the interview.
- Carry a portfolio notepad or at the very least a manila file folder labeled with the employer's name. Bring extra resumes and a list of questions you need answered. You may refer to your list of questions to be sure you've gathered the information you need to make a decision. Do not be preoccupied with taking notes during the interview.
- In many career fields, the lunch or dinner included during the interview day is not only employer hospitality, but a significant part of the interview process. Brush up on your etiquette and carry your share of the conversation during the meal. Often social skills are part of the hiring decision.
- After the interview, take time to write down the names and titles (check spelling) of all your interviewers, your impressions, remaining questions and information learned. If you are interviewing regularly, this will help you keep employers and circumstances clearly defined.
- Follow up the interview with a thank-you letter. Employers regard this as evidence of your attention to detail, as well as an indication of your final interest in the position.

*Reprinted with permission from MonsterTRAK.com*

## TOP 10 TIPS FOR AN INTERNET FRIENDLY RESUME

The Internet has single-handedly changed the way we look for and apply to jobs. Your resume must be "Internet Friendly." This means that it will post well to the job boards and upload into a recruiter's HRIS system without scrambling the document while keeping it easy to read on the computer screen.

First and foremost, it is imperative that your resume be available in MS Word format. Word is the standard among business today, so do not "fight the system" and send your reader a resume in PDF, Zip file, Mac files, WordPerfect, formats, etc. If your reader cannot open your file easily, they will NOT read it.

1. **MAKE SURE YOUR CONTACT INFO IS COMPLETE.** It is crucial you have provided your potential employer with complete contact information. Be sure to include your email address on your RESUME. Employers do not have time to try to track you down.
2. **STAY AWAY FROM FANCY FORMATTING.** Just



because your resume looks great printed out, this does not mean it will translate well when either uploaded or be easily read on your reader's computer screen. Stay away from fancy fonts, tables, templates, graphical text boxes, graphical text lines, headers, footers, centering, inconsistent tab layout, etc.

3. **CUSTOMIZE YOUR RESUME** each time you send your resume out to match the requirements of the employer. Know what skills and experience that particular job is looking for, and make those specific areas stand out. Be prepared to go beyond the job description, you might have to do additional research to find out more about the company you are applying to. Do not take up space illustrating skills that are not relevant to the job you are seeking.
4. **CREATE A STRONG HEADLINE AND SUMMARY.** The top 1/3 of your resume is the most crucial. Your reader should know who you are and what you do within 5-10 seconds of looking at your resume. Create a powerful headline that says who you are and what you do. Think of this as a headline to a news story. What will GRAB your reader and make them want to read on? Immediately after your headline, draft a Skills Summary section that illustrates your hard-core skills and industry expertise and how it specifically matches the requirements of the position. What makes you stand out? Customize your headline and summary every time you send out your resume.
5. **USE BULLET POINTS** throughout your entire resume. Stay away from long, dense paragraphs; they will not be read. Paraphrase your accomplishments and be concise. Your resume should be very easy to scan through. Use Word's filled circle bullets rather than squares, diamonds or dashes.
6. **CONCENTRATE ON YOUR ACCOMPLISHMENTS;** stay away from listing your duties. Hiring managers are NOT interested in what your duties or responsibilities were. What did YOU achieve WITH your responsibilities? What makes you stand out from another candidate with the same experience?
7. **INCLUDE ONLY RELEVANT INFORMATION.** Leave out your hobbies unless they are related to the job you are seeking. Do not include your marital status, age, irrelevant affiliations, etc. Also, there is no need to go into grave detail about past employment that is not related to your desired position. Simply create an Other or Previous Employment section and BRIEFLY document this experience.
8. **KEEP IT TO 2 PAGES MAX.** Do not overwhelm your reader by making your resume too long. Recruiters are only interested in details of the last 5-8 years, 10 tops. For older positions, like the above, create a Previous Employment section and briefly list this experience. Important details tend to get buried in a long resume.
9. **NAMING YOUR RESUME.** Imagine being a recruiter and getting several hundred resumes per week all named: "resume.doc." Keep it simple, make it easy for your reader to find you and name your resume document: "Smith, John Resume.doc."
10. **PROOF-READ YOUR RESUME.** One of the quickest ways for your resume to end up in the trash is one that contains misspelled words, typos and wrong grammar usage. Also, be sure to use the correct verb tense. Mistakes on your resume can reflect carelessness as an employee.

*Reprinted with Permission from ResumeDoctor.com*

## TOP 15 JOB INTERVIEW QUESTIONS

A job interview is the result of an effective resume. However, landing a job is typically the result of a successful interview. Brad Fredericks from ResumeDoctor.com explains, "Many job seekers hit a brick wall when it comes to offering meaningful responses during the interview. You must be careful not to put your foot in your mouth when answering open-ended questions. 'Tell me about yourself,' is not the queue to begin your life story."

Recently, ResumeDoctor.com surveyed over 2,000 recruiters and hiring managers worldwide in order to find out what questions are most frequently asked during job interviews. Participants came from a variety of industries including information technology, marketing and sales, finance, and healthcare.

### THE TOP 15 INTERVIEW QUESTIONS, IN DESCENDING ORDER, ARE:

1. Describe your ideal job and/or boss.
2. Why are you looking for a job? Why are you leaving your current position?
3. What unique experience or qualifications separate you from other candidates?

4. Tell me about yourself.
5. What are your strengths and weaknesses?
6. Describe some of your most important career accomplishments.
7. What are your short-term/long-term goals?
8. Describe a time when you were faced with a challenging situation and how you handled it.
9. What are your salary requirements?
10. Why are you interested in this position? Our company?
11. What would your former boss/colleagues say about you?
12. What are the best and worst aspects of your previous job?
13. What do you know about our company?
14. What motivates you? How do you motivate others?
15. Are you willing to relocate?

Recruiters and hiring managers frequently stated that questions are often designed to probe subjective aspects of a job candidate, ranging from work ethic to preferred management styles, rather than confirming factual issues such as work history.

Tiffany Kelchlin, an Account Executive from Blue Dolphin Software, Inc. in Florida, says, "It is very difficult to explore attitude and personality in a candidate, yet these are important factors in many positions. These types of questions usually lead the candidate to open up a bit and talk about other attributes they have in addition to their 'hard skills.'" Kelchlin adds, "The interview process can be dangerous territory and it is important to watch your step in discussing questions concerning personality and demeanor. Open-ended and hypothetical questions have a tendency to draw out a candidate and be extremely revealing."

Tim Miller, a senior recruiting specialist HR Dimensions in Indiana, illustrates that a vague question like, "what motivates you with regard to your job/career," can often really show a candidate's true colors. Some pitfalls that candidates make are responses such as money or any other type of response demonstrating that they really do not feel passionate about the position."

*Reprinted with Permission from ResumeDoctor.com*

## TOP 20 RECRUITER PET PEEVES ABOUT RESUMES

Recently, ResumeDoctor.com surveyed 2500 recruiters across the US and Canada to find out the top "Pet Peeves" recruiters have about resumes that result in a resume being tossed in the excluded pile. These recruiters dealt with varied specialties and industries, such as, Engineering, IT, Sales and Marketing, Administrative, Finance, etc.

Recruiters receive hundreds of resumes a day, so they must narrow down the "keepers" through the process of elimination. According to executive search recruiter Terry Cantrell of Panama City, Florida, "People often try to write a resume so generic that a reader has no idea what industry the candidate comes from. Did they manufacture fertilizer, package cow chips, cook and distribute potato chips or assemble computer chips? ... I am usually looking for a reason to exclude resumes, not a reason to include them."

More often than not, your resume will be the only tool to let your reader know why you would be the right person for the job. According to Mike Worthington at [www.ResumeDoctor.com](http://www.ResumeDoctor.com), "Just because you have 20 years of experience, does not necessarily mean you have a good resume. It simply means you have 20 years of experience.... You may have all the necessary skills and experience, but the way you present yourself through your resume can tell your reader all they need to know."

Listed below are the Top 20 Resume "Pet Peeves," starting with the biggest problems. More detailed insight to each problem can be found at: <http://www.resumedoctor.com/ResourceCenter.htm>



*The Eagle Expo provides a one-stop "shopping" experience for career exploration*

1. Spelling errors, typos and poor grammar
2. Too duty oriented - reads like a job description and fails to explain what the job seeker's accomplishments were and how they did so
3. Missing dates or inaccurate dates
4. Missing contact info, inaccurate, or unprofessional email addresses
5. Poor formatting - boxes, templates, tables, use of header and footers, etc.
6. Functional resumes as opposed to chronological resumes
7. Long resumes - over 2 pages
8. Long, dense paragraphs - no bullet-points
9. Unqualified candidates - candidates who apply to positions they are not qualified for
10. Personal info not relevant to the job
11. Missing employer info and/or not telling what industry or product candidate worked in
12. Lying and misleading - especially in terms of education, dates and inflated titles
13. Objectives or meaningless introductions
14. Poor font choice or style
15. Resumes sent as PDF files, Zip files, faxes, or mailed resumes; i.e. not sent as a WORD attachment
16. Pictures, graphics or URL links that no recruiter will call up
17. No easy-to-follow summary
18. Resumes written with 1st person references, or in the 3rd Person
19. Gaps in employment
20. Burying important info in the resume

Be sure your resume does not rank high on your reader's "pet peeve" list. Know how to market your skills and present your background in a way that captures the interest of your reader. Typically, if your resume contains even a few of these "pet peeves," it likely will be tossed aside or deleted, and your chance at that job will be lost.

*Reprinted with Permission from ResumeDoctor.com*

## WHY RESEARCH INFORMATION ON EMPLOYERS?

There are two basic reasons to research employers: 1) to aid you in your job search; and 2) to help prepare you for your interview.

Researching an employer during your job search can help you determine more about that organization and your potential place in it. Some important information to look for includes what activities are carried out by the employer, how financially stable the employer is, and what types of jobs exist with the employer. Using available resources, you can gain a better understanding of what career potential exists with a particular employer. One approach to finding a job is to use a hierarchical strategy:

1. Find industries that meet your needs.

2. Locate employers within your targeted industries.
3. Research information on executives.

Preparing for an interview is essential for success! Before meeting your potential employer it is essential to know what they do; how they do it; their financial state (if they are expanding or downsizing); expectations of potential employees in terms of skill, education, and previous experience; and what you can offer them.

## WHERE DO YOU FIND INFORMATION ON EMPLOYERS?

The following types of resources should prove useful in your research.

- **MonsterTRAK Company Profiles** - Detailed descriptions on an organization's history, services, products, etc. can be found on the MonsterTRAK Company Profile database. Many of these profiles are direct links to the organizations' own world wide web home pages.
- **Annual Reports** - These reports and other materials are available from an organization's public relations/information office. Most large organizations produce a report, which presents an outline of the organization's successes, growth, history, goals, and financial status. Note: companies prepare two public reports: one for stockholders (Annual Report) and one for the Securities and Exchange Commission (10K Report). A 10-K report has less narrative but contains more comprehensive financial reporting.
- **Directories** - These are geographic, business, occupational, professional, industry, and financial status directories available in your library. These directories may provide information about an organization's products or services, number of employees, principal executives, and location(s).
- **Trade Associations** - These organizations produce membership directories, journals (which provide information about trends and issues in the field), and information briefs. They also hold annual conferences for your networking, information gathering, and professional development purposes. Remember, almost every type of field or industry that exists has a trade association affiliation (e.g., American Society of Interpreters, Museum Store Association, National Mental Health Association).
- **Newspapers** - The business section of most papers contain numerous articles about local companies and their executives. Articles about non-profit organizations often appear in a newspaper's local interest section.
- **Fellow Professionals** - Other professionals in the field can provide "word-of-mouth" information about organizations of interest.
- **Competitors** - Often an organization's competitors offer excellent insight about the inner working of that organization.
- **Public Documents** - Government and quasi-government organizations have records that must be made available to the public.
- **Computer Databases** - Special sources for researching companies and organizations such as "Dialogue," "BRS," and "ABI Inform" may be available in your library.

*Reprinted with permission from MonsterTRAK.com*



## Recruiters planning on attending Eagle Expo and Education Career Fair

Wed., Feb. 23, 2005 • 9 a.m. to 2 p.m.  
Recreation Activities Center

Accredited Home Lenders	Holder Construction Company
Aelera Corporation	Hormel Foods Corporation
Aiken County Public Schools	Houston County Board of Education
Allendale County school District	Internal Revenue Service
American Express Financial Advisors	Jacksonville Regional Chamber of Commerce
American Hospitality Academy	Jasper County Schools
Atkinson County Board of Education	Jefferson County Schools
Atlanta Public Schools	John Hancock Atlanta Agency
Auto-Owners Insurance Co.	John Wieland Homes and Neighborhoods
AXA Advisors-Retirement Benefits Group	Jones County Schools
Bankers Life and Casualty	KMART CORPORATION
Barloworld Industrial Distribution	Knight Transportation Services
Barrow County Schools	Lamar County Schools
Becker Conviser Professional Review	Laurens County Board Of Education
Ben Hill County School System	Marietta City Schools
Benning Construction Company	McDuffie County Board of Ed.
Best Western Bradbury Suites	McIntosh county Board of Education
Briggs & Stratton	Mohawk Industries
Bright Horizons Family Solutions	Monroe County BOE
Bryan County School System	Moore Stephens Tiller LLC
Burke BOE	Orangeburg Consolidated School District 5
C.A. Murren & Sons Co., Inc.	Paulding County School District
C.H. ROBINSON Worldwide, Inc.	Pierce County Schools
Camden County School System	Pike County School System
Carroll County School System	Pineland MH/MR/SA CSB
Centex Homes	Post Properties, Inc.
Central Transport, Inc.	Primerica
Cherokee County School District	Pulaski County Schools
Cherokee County Sheriff's Office	Pulte Homes
CitrusPrinting.com	Quad Graphics
Clayton County Public Schools	Reeves Construction Company
Coastal Academy	RentWay
Cobb County School District	Richmond County Board of Education
Coffee County Schools	Robins & Morton
College Directory Publishing	Rockdale County Public Schools
Columbia County School System	Rockwell Automation
CSX	Savannah-Chatham County Public Schools
DeKalb County School System	Schneider National, Inc.
Department of Audits and Accounts	SCP Pool Corporation
Dougherty County School System	Screven County School System
Douglas County School System	SITEL
Dublin City Schools	Southeast Georgia Health System
Effingham County Board of Education	State Farm Insurance
Emanuel County Schools	Stock Building Supply
Enterprise Rent-A-Car	Swift Transportation
Evans County Schools	Target Stores
Falling Creek Camp for Boys	Taxwise - Universal Tax Systems, Inc.
Fastenal	Tennessee Commercial Warehouse
Fayette County Public Schools	The Sherwin Williams Company
Flash Foods, Inc.	TIC The Industrial Co.
Forsyth County Schools	Tift County Schools
Four Rivers Peterbilt	Transus Intermodal LLC
Fulton County Schools	Turner Construction
GA Air National Guard	Twin Cedars Youth Services, Inc.
GEICO	U.S. Marine Officer Programs
Genesis Designer Homes	Waffle House
Georgia Association of Educators	Wake County Public School System
Georgia Department of Corrections	Wal-Mart Distribution
Georgia Police Corps	Walgreens
Georgia Ports Authority	Walt Disney World College Program
Gilbane Building Company	Ware County Schools
Glynn County Schools	Washington County Board of Education
Gordon County Schools	Wells Fargo Financial
Greene County School System	Wells Fargo Financial Acceptance
Greenville County Schools	Werner Enterprises
Griffin-Spalding County School System	Wheeler County Schools
Gwinnett County Public Schools	Williamson Printing
Hancock, Askew, & Co., LLP	Worth County Schools
Hands On Atlanta	
Henry County Schools	
Hertz Equipment Rental Corporation	

## PUT YOUR CAREER ON TRAK...



Electrical, Mechanical, Industrial, Computer Engineers  
Visit [www.RobinsJobs.com](http://www.RobinsJobs.com)

## Knowledge is Success Transportation Management Program

Werner's Program is designed to provide a challenging opportunity for career development, and preparation for management and future leadership in the industry.

To be eligible for the program you must have a bachelor's degree in Business Administration, Transportation/Logistics, Marketing and/or Management plus PC experience, including Word & Excel; be a leader, flexible, self-motivated and driven.

The initial 3-6 month Training is followed by hands-on experience in the Specialized Services Department. Once complete, you may be placed at an account and relocation will be required.

Learn more at the Georgia Southern Career Fair on February 23, 2005 from 9am - 2pm

W E R N E R E N T E R P R I S E S



WILLIAMSON  
PRINTING CORPORATION

DALLAS, TEXAS

#1 Printer in the World!

1<sup>st</sup> Place Winner of the  
Printing Industries of America Competition  
for the last 5 years



A Tradition of Craftsmanship Since 1884